Incorporating *International Commerce*

MAY 28, 1973

Commerce Today

Coming Developments in Business and Technology

First Quarter Trade News Is Better

Energy Economy In Construction

State Of The Black Economy

Newsmemo

Remove the uncertainty that is the enemy of investment. That is a major goal of the U.S. energy policy set forth last month by President Nixon. How much investment is needed for future energy requirements? At least $500 billion in the next 15 years, estimates Deputy Treasury Secretary William Simon--including funds for 58 new oil refineries by 1980. He thus terms the newly-established energy incentives in pricing, tax credits and offshore leasing not only important in facing current needs but in providing "stability to encourage long-range investment."

Watch for increasing attention to the issue of pollution control as it affects worldwide competition. Will U.S. producers, in paying for waste water cleanup, for example, be priced out of overseas markets because foreign competitors do not have to assume parallel costs? A new Commerce report, "The Effects of Pollution Abatement On International Trade," reflects first efforts to measure these complex costs. An important appendix has details on the pollution control policies and programs in Belgium, Canada, France, Germany, Italy, Japan, Netherlands, Sweden, and the United Kingdom. The report (COM-73 10629) costs $5.45 from Commerce's National Technical Information Service, Springfield, Va., 22151.

The weather may not be better elsewhere, but word about it is coming through better. Newspapers, radio and TV now have two additional forecast services available to them from Commerce's National Weather Service. Conditions and temperatures in 30 U.S. and 15 Canadian cities are now put on an NWS teletypewriter circuit at 7:30 a.m. and p.m. daily. Cross-country travelers, particularly, will appreciate this service judging from the many telephoned requests for it. The Canadian Atmospheric Environment Service is supplying the information from Canada, inaugurating a new form of cooperation between the neighbor nations.

The total of 12.2 pounds of fish per capita consumed by Americans last year ties the alltime mark of 1927. The figure, supplied by the National Marine Fisheries Service of Commerce's National Oceanic and Atmospheric Administration, covers edible fish of all types--fresh, frozen, canned--for which statistics are compiled. The Fisheries Service reports that the additional demand (the 1971 total was 11.4 pounds) was met in part through a 24 percent increase in imports of fresh and frozen fillets, steaks and fish blocks, and a 40 percent increase in U.S. production of canned tuna.

Every engineer worth his salt has surely been intrigued at one time or other by the problem of keeping the Leaning Tower of Pisa to a safe tilt. In the Worldwide Business Services pages of this issue this speculative challenge becomes a reality. U.S. engineering firms are being invited by the Italian Ministry of Public Works to prequalify for competitive bidding on design plans and work on the stabilization of the famous monument. The Ministry is ready to send applicants its publication "Ricerche E Studi Sulla Torre Pendente Di Pisa E I Fenoment Connessi Alle Condizioni D'Ambiente," which contains results of technical studies made on the tower and related environmental problems. Note: Only qualified engineers may apply.

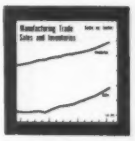
Commerce Today

Incorporating *International Commerce*

Vol. III, No. 17, May 28, 1973

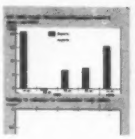
2 Economic Highlights

Inventories have climbed as the economy expanded, but they are unusually low when compared with the vigorous sales of recent months.



4 Trade Improvement Based On Strong Export Gains, First Quarter Data Show

A combination of booming economies, heavy foreign demand for farm products and sharply rising prices boosted U.S. foreign trade in the January-March period.



8 Energy Saving In Construction Expected To Make Impact

Industrial, commercial, residential consumers are told by a government official to weigh capital investment against operating costs.

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Associate Editor, International Commerce

RICHARD BALENTINE
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ARTHUR McDERMOTT
Associate Editor, Domestic Business

AMERICO A. W. FAVALE
Coordinator of Graphics

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COVER: *This issue includes some good statistical news as far as U.S. trade is concerned as well as what building researchers plan to do in conserving energy, currently a priority issue, and a report on where the black economy stands by mid-1973.*

ECONOMIC
HIGHLIGHTS

Inventories Remain Low In Relation To Sales Despite Sustained Rise In Factory Production

Economic Highlights is prepared by the Office of the Assistant Secretary for Economic Affairs, and is based on the latest economic indicators (see charts on adjoining page).

Recent data suggest that businessmen's shelves are not fully stocked—or at least not overstocked—because consumers have been unusually busy cleaning them off.

Many economists had expected inventories to build up at a high rate as the economy entered its third year of expansion and factory output climbed at a strong and steady pace. Indeed, manufacturing and trade inventories have been rising steadily for a year, but when measured in relation to sales, they are at the lowest point in more than 20 years. At the end of the first quarter, the inventory-sales ratio was 1.40 compared with 1.58 at the end of 1971 and 1.46 at the end of 1972.

The inventory-sales ratio is a complex barometer that sometimes reflects diverse economic developments. In the current situation, for example, the decline in the inventory-sales ratio could be interpreted as a sign that businessmen do not believe further strong sales gains are in prospect in the immediate future. If this view is correct, changes in the inventory-sales ratio could occur with little alteration of recent inventory accumulation patterns.

On the other hand, the continued decline in the ratio may be an indication that businessmen underestimated the demand for goods in the first quarter. This view is supported by the unusual strength in consumer buying, especially durable goods, that was not widely expected. The third chart on the opposite page shows that at the end of the third quarter, inventory-sales ratios in every sector were lower than businessmen kept them during 1971-1972. If this view is accurate, changes in the inventory-sales ratio might very well involve substantial shifts from recent inventory accumulation patterns.

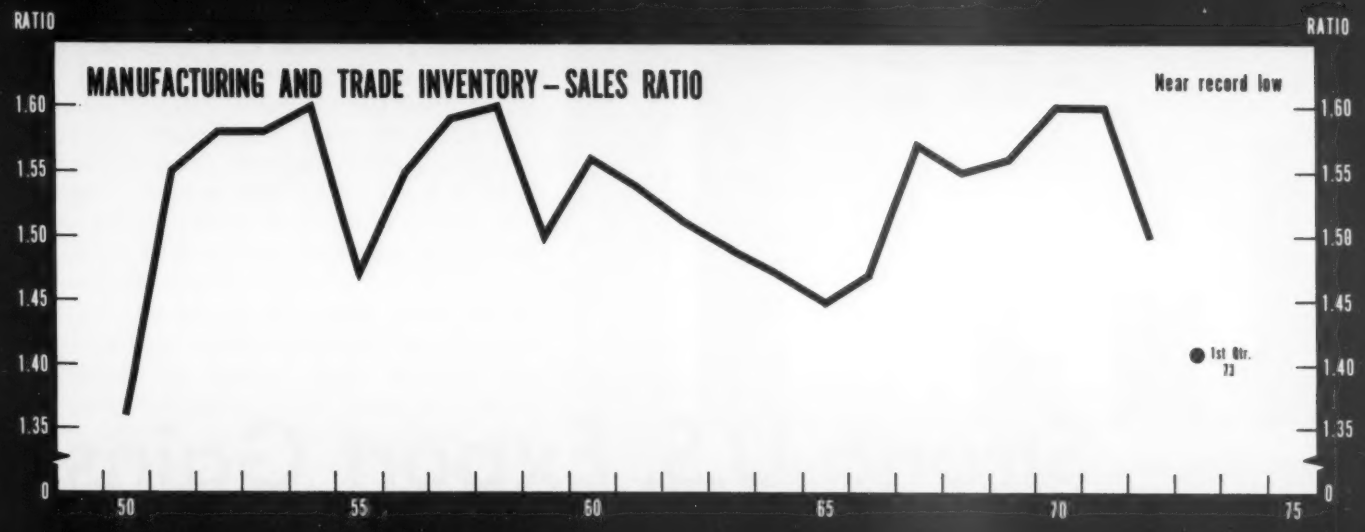
Regardless of the reason for the current low ratio, there is no doubt that, if sales continue to climb, efforts to restock will provide an added stimulus to production.

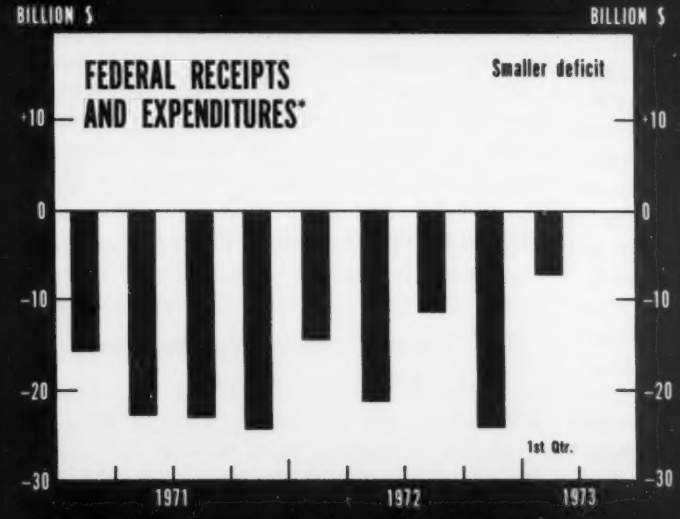
The unusually low inventory-sales ratio does not seem quite so extreme if two other factors are taken into consideration. One, prices rose rapidly in the first quarter and this affects sales more than inventories; if measured in physical volume, the ratio would not show such a large first-quarter drop. The other is the introduction of computer and other techniques that have enabled businessmen to operate with relatively smaller inventories. The case for such a structural, long-term change is supported by the general downtrend in the ratio—and especially in manufacturing—that has taken place over the past 25 years.

Other economic data

The Federal budget deficit, as measured in the Gross National Product accounts, declined from an annual rate of about $24 billion in the fourth quarter of 1972 to $7½ billion in the first three months of this year. Collections of Social Security and corporate taxes were up sharply and federal expenditures declined 1 percent. Industrial production continued its consistent advance through the first four months of this year.

Latest Indicators





* Annual rates
All data seasonally adjusted

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Vol. III, No. 17
May 28, 1973

Strong U.S. Export Gains Trim Merchandise Deficit, First Quarter Data Show

Business Pickup Abroad, Farm Product Sales Boost Exports; Imports Still Expanding Sharply

Booming economies here and abroad, heavy foreign demand for farm products, and sharply rising prices combined to boost U.S. foreign trade in the first quarter of 1973. Both exports and imports increased at an accelerated rate but, as the export surge outpaced the advance in imports, the trade deficit declined sharply from the final quarter of last year.

Exports, seasonally adjusted and excluding military grant-aid, increased 15.5 percent in January-March from the preceding three months to an annual rate of $61.7 billion. Imports were also buoyant, climbing 9.3 percent to a $65 billion rate in the first quarter. As a result of the considerably faster rise in exports than imports, the merchandise trade deficit contracted to $3.3 billion, at a seasonally adjusted annual rate, compared with $6.1 billion in the fourth quarter of 1972 and $6.3 billion in all of last year.

Rapidly rising prices—reflecting the effects of the currency realignments, shortages of many commodities, and general inflationary pressures here and abroad—amplified the expansion of both export and import values. Based on preliminary data, export unit values are estimated to have risen nearly 4 percent between the fourth quarter 1972 and January-March, while import prices recorded an increase of a little over 3 percent. These price developments had a largely offsetting effect on the trade balance, however.

Although data for the first quarter indicate a substantial improvement in our trade position, analysis of underlying trends suggests some caution in interpreting the recent favorable shift as firm evidence of a fundamental turnaround in U.S. competitiveness. Some of the improvement registered in the first quarter was apparently the result of temporary factors rather than any basic

U.S. Exports, Imports By Quarters

$ billions, seasonally adjusted

	1972				1973
	I	II	III	IV	I
Exports	11.8	11.7	12.4	13.4	15.4
Imports	13.4	13.4	13.9	14.9	16.3

change in demand conditions here or abroad. The possibility of the beginning of a permanent favorable shift does exist, however. If so, it was probably related to the long-awaited positive effects of the Smithsonian currency realignment since the dollar devaluation on Feb. 12 occurred too late to have played a role in the recent trend. In any case, more evidence is needed to confirm that a lasting shift toward a stronger trade position is underway.

The reduction in the trade deficit in the first quarter mainly stemmed from the huge expansion in exports which, in turn, was heavily dependent on a disproportionately large increase in sales of agricultural products. While exports of farm products are expected to remain large for the remainder of the year due to continued sales to the Soviet Union and stronger demand in our traditional markets, further increases of the magnitude recorded in the first quarter are not anticipated. Moreover, the advance in farm shipments was greatly influenced by sharp price increases which may moderate later in the year. Another important factor in the buoyancy of exports so far this year has been the high level of aircraft and aircraft parts deliveries. The acceleration in foreign economic activity under way for some time has been reflected in higher deliveries of machinery and industrial materials.

Although outstripped by the export gain, the U.S. import rise in the first quarter exceeded its rate of advance in each of the two preceding quarters. Continued strong economic activity in this country, further price increases on goods from abroad, and ever-expanding U.S. needs for raw materials all contributed to the growth.

The strengthening of the U.S. trade position in January-March was due largely to improved balances with Western Europe and Japan. Trade with Eastern Europe, the Near East, and East and South Asia also moved favorably compared with the final three months of 1972. The deficit with Canada, our largest single trading partner, widened substantially, however.

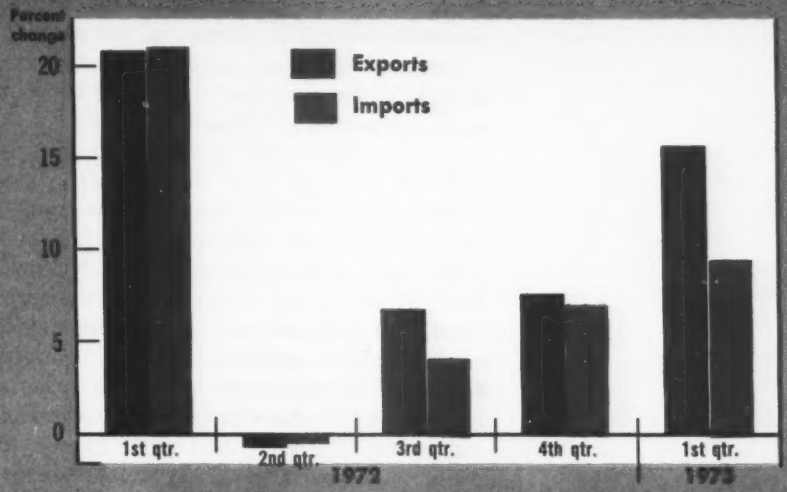
Broad rise in nonfarm sales

Exports of nonagricultural products increased sharply in the first quarter of 1973. At $11.6 billion, these shipments exceeded the October-December total by 10 percent, double the growth rate recorded in the preceding three-month period. Greater deliveries of transport equipment and machinery accounted for three-fifths of the advance.

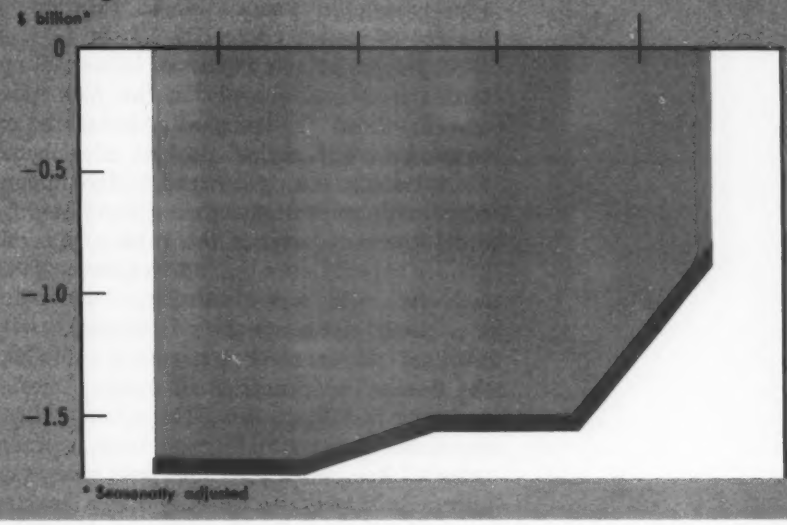
Continuing the gains registered since mid-1972, exports of machinery climbed to $3.8 billion in January-March—nearly 10 percent above the fourth quarter total. Accelerating industrial expansion, strong investment spending, and buoyant construction activity abroad accounted for much of the growing demand for U.S. machinery.

Shipments of nonagricultural tractors and parts—especially to Canada and the European Economic Community countries, materials handling equipment, and construction machinery were particularly vigorous. Exports of computers and temperature control equipment also gained substantially. Stimulated by growing power needs abroad, the outflow of power machinery and switchgear rose by one-third, notably to Japan and the

U.S. trade trends show accelerating export advance since mid-1972 . . .



leading to reduction in merchandise trade deficit



Near East. Deliveries of semiconductors again registered a substantial advance.

Sales of transport equipment accelerated sharply in January-March. The gain in automotive products to Canada was about 10 percent following a small rise—less than 3 percent—in the previous three-month period. Strong auto demand here was responsible for much of the advance in deliveries of parts and accessories to U.S. subsidiaries north of the border. These parts are incorporated into compact and subcompact models, most of which are shipped to this country. Shipments of passenger cars also rose but deliveries of trucks showed little change.

Exports of aircraft and parts gained following last year's generally lackluster performance. Sales of the wide-bodied planes were strong in January-March as were deliveries of military aircraft.

Shipments of many types of industrial materials increased sharply in the first three months of 1973 as the pace of industrial expansion in our major markets accelerated. Exceptionally strong demand in Japan, combined with much higher prices, accounted for the 50 percent boost in the value of log and lumber exports since the fourth quarter. Steel deliveries also gained strongly, advancing one-fourth from October-December, with much of the increase going to Canada and the developing countries of Latin America and East and South Asia. The export gain to the developing countries may have partially reflected lessened competition from other suppliers, primarily in Europe where soaring domestic needs reduced export availabilities. Exports of both plates and tubing rose strongly. Iron and steel scrap shipments nearly doubled because of increased demand in Japan and East and South Asia; higher prices added significantly to the rise in value.

Exports of chemicals rose almost 10 percent above fourth quarter 1972 levels as foreign demand increased and shortages in some product lines appeared overseas. In addition, higher prices added to the rise in export value. Sales of inorganic chemicals expanded sharply, particularly to Eastern Europe and Oceania, after declining in 1972.

Agricultural exports soar

Exports of agricultural commodities surged to $3.8 billion in the first quarter, 38 percent above the October-December level. Higher prices contributed importantly to this advance; it is estimated that roughly one-half of the $1 billion rise in the export value represented price increases. Deliveries of soybeans soared by over 75 percent to almost $800 million, reflecting lower world supplies of competing high-protein feeds, mainly Peruvian fishmeal, and continued growth in foreign demand. Most of the first quarter gain was in shipments to Western Europe and Japan. Deliveries of soybean meal also increased rapidly.

Grain prices have been climbing especially steeply and have accounted for much of the rise in export values. Corn shipments gained three-fifths, with large advances to Japan and the EEC countries. Wheat exports to the Soviet Union—moving at prices negotiated in the summer of 1972—also rose sharply. In addition, grain sorghum sales were substantially higher.

Tobacco sales advanced by one-half from fourth quarter 1972 levels but still remained below last year's January-March total which was abnormally high because of the makeup of strike-delayed shipping. Meat exports also rose sharply. The outflow of cotton was maintained at the high levels recorded in the fourth quarter.

Strong import increases

Among the major import categories, purchases of industrial supplies posted the largest increase in January-March. These arrivals climbed to $6.1 billion, 11 percent higher than in the fourth quarter of last year. The strong expansion, the fifth consecutive quarterly rise, again reflected the growth in U.S. manufacturing output and generally higher commodity prices.

As in 1972, the advance in industrial materials purchases was dominated by petroleum and lumber receipts. Crude petroleum imports rose by 17 percent, or $124 million, in January-March from the preceding quarter, reflecting continued vigorous demand and tight domestic supplies.

Lumber purchases, chiefly softwood grades from Canada, posted a big increase, stimulated by continuing strength in construction

Principal Changes In Export Commodities

Millions of dollars, seasonally adjusted

	1972 Oct.-Dec.	1973 Jan.-Mar.	Percent change
Machinery	3,545	3,847	+ 8.5
Transport equipment	2,200	2,502	+13.7
Chemicals	1,153	1,245	+ 8.0
Soybeans	434	767	+76.7
Corn	344	554	+61.0
Logs and lumber	190	298	+56.8
Animal feeds	192	286	+49.0

activity. Repeating last year's trend, higher prices added considerably to the import value. Receipts of plywood from Japan also advanced.

Strong demand and tight supplies again boosted imports of newsprint from Canada. Woodpulp arrivals from that country were also expansive. Imports of automotive tires from Canada were a major factor in the strong rise in tire purchases during the first quarter.

Arrivals of nonferrous metals expanded sharply on the strength of heavy platinum and palladium receipts from the Soviet Union and the United Kingdom, and greater entries of copper and zinc. Steel imports slipped slightly from their record high level in the preceding three-month period, but remained well above the total in each of the other three quarters of 1972. The recent strength in steel imports mainly reflects vigorous activity in construction and durable goods industries.

Stimulated by sustained high rates of consumer spending, imports of consumer goods continued to rise strongly in January-March. These purchases climbed 7 percent above fourth quarter levels to $5.5 billion. Since a small decline in last year's second quarter, these imports have advanced strongly, despite the increased cost of many foreign goods resulting from the Smithsonian exchange rate changes. Consumer goods from abroad accounted for 6.3 percent of U.S. personal consumption expenditures, about the same ratio as in 1972.

Automotive products from Canada led the rise in consumer goods imports in January-March. Deliveries of passenger cars climbed by more than $100 million, spurred by buoyant auto sales in this country. Entries of automotive parts also advanced. Purchases of foreign-type cars showed no change from their October-December record total as increased prices and relatively greater receipts of more expensive and more fully equipped models kept the unit value of these imports rising. This trend offset the decline in the volume of imported cars as inventories in this country were drawn down to support the continued high sales pace. The share of foreign cars in the total U.S. automobile market stood at roughly 15 percent in the first quarter, only slightly below the October-December 1972 level.

Purchases of consumer electronic products climbed rapidly again, led by greater entries of tape equipment. After showing a slight downward trend since the first quarter of 1972, imports of television sets recorded a large increase and nearly reached their total in the comparable period last year.

Principal Changes In Import Commodities

Millions of dollars, seasonally adjusted

	1972 Oct.-Dec.	1973 Jan.-Mar.	Percent change
Machinery	2,062	2,270	+10.1
Autos and parts	1,837	1,971	+ 7.3
Petroleum and products*	1,183	1,494	+26.3
Chemicals	535	570	+ 6.5
Lumber	356	419	+17.7
Coffee*	320	400	+25.0
Footwear	241	270	+12.0
Sugar	184	262	+42.4

* Not seasonally adjusted.

Capital goods rise again

Purchases of capital goods from abroad advanced by one-tenth in the first quarter to a level of $2 billion. Buoyant investment spending and continued advances in arrivals from U.S. subsidiary companies in foreign countries were the major factors in the expansion. In January-March, imported capital goods (excluding trucks) accounted for 10.7 percent of U.S. fixed investment in producers' durable equipment, compared to a ratio of 9.5 percent in 1972.

Machinery imports rose strongly. Receipts of office machines showed a substantial gain over fourth quarter 1972 levels, regaining their former peak in the same period a year ago. The increase in entries of electrical equipment was paced by a sharp rise in the inflow of electronic components. Further increases were recorded in arrivals of aircraft parts from Canada. Deliveries here of trucks from Canada continued on a downtrend which began in the second quarter last year.

Imports of foods and beverages advanced 11 percent over the final quarter of 1972 to $2.1 billion. These purchases accounted for 5.5 percent of U.S. consumer expenditures on food in the first quarter compared to 5.0 percent last year.

Receipts of sugar were sharply higher compared with levels recorded in the preceding three quarters. Beef imports climbed slightly from October-December. These arrivals have been on an uptrend since the suspension of the meat import quota last June. After leveling off in the final quarter of last year, entries of coffee rose sharply in January-March. Some of the increase reflected higher prices but the volume of imports rose substantially as well.

—Bureau of International Commerce

Energy Saving Methods In Construction Expected To Make Major Impact

Industrial, Commercial, Residential Consumers Told To Weigh Investment vs. Operating Cost

Energy conservation methods—applied to building construction and structural designs—could have a significant impact on the Nation's fuel supply problems, according to Robert E. Shepherd, Director of Commerce's Office of Energy Programs.

The new trend toward making energy conservation a part of construction, a part of capital investment and installation, is being bolstered by research by the Commerce Department and other Federal agencies.

"The trend is clearly toward better payoff for higher capital investment," said Shepherd.

Industrial, commercial and residential consumers, he added, must reassess the projected tradeoffs between capital investment in energy conserving equipment and higher operating cost for energy.

Part of the reassessment includes the certainty that energy will cost more and that supplies will be subject to greater likelihood of disruption than in the past, with the possibility of not being able to contract for sufficient energy supplies on short notice, despite a willingness to pay the price.

"The exact tradeoff will be different among different classes of consumers and in different regions," Shepherd explained, "but even at today's prices there are significant areas in which dollars as well as BTU's can be saved if tradeoffs between installation and operating costs on the one hand, and energy costs on the other hand are recognized."

Shepherd says areas where energy conservation may be employed are:

- Life cycle costing and cost benefit analysis.
- Design.
- In mechanical systems per se—heating, cooling and ventilating equipment.

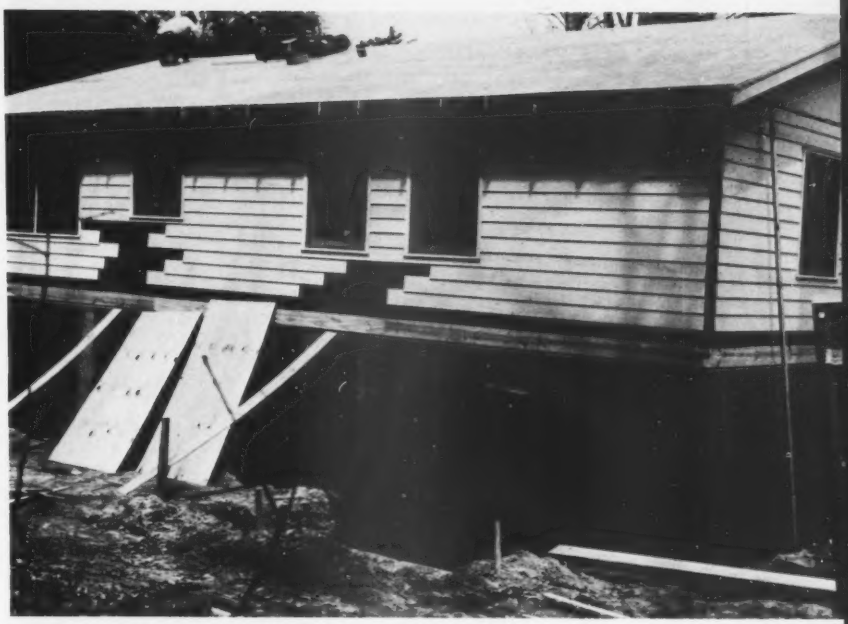
- Lighting equipment.
- Building operation and maintenance.
- Non-technical areas which could impact on the energy problem.

The Commerce official recommends giving greater attention to "life cycle costing" and "cost benefit analysis."

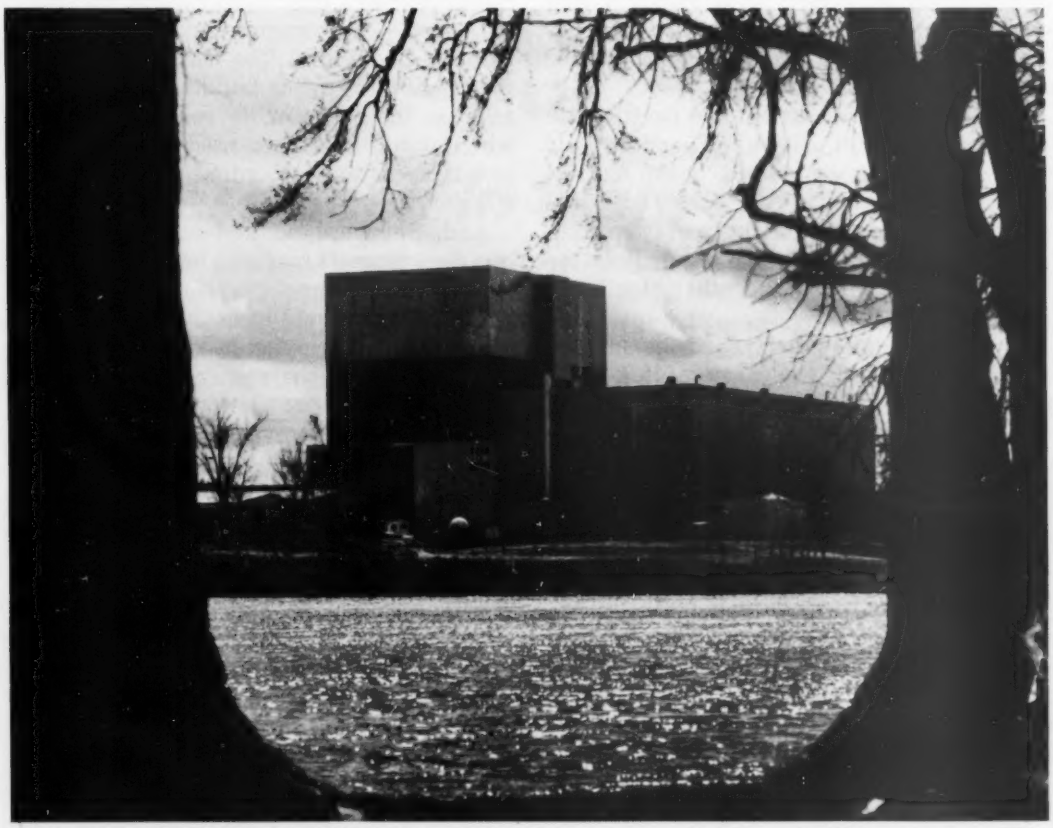
Asserting that "it is imperative to develop costing methods which consider more than just installation costs of buildings," Shepherd predicted that before too long, the customer for the house that is built will be asking how much it is going to cost him to heat and cool his home as well as how much it will cost him to buy it in the first place.

"Cost benefit analysis can be used to facilitate decision making by comparing the quantity and the quality of alternate means for satisfying an objective—the objective in this instance being the conservation of energy," he continued.

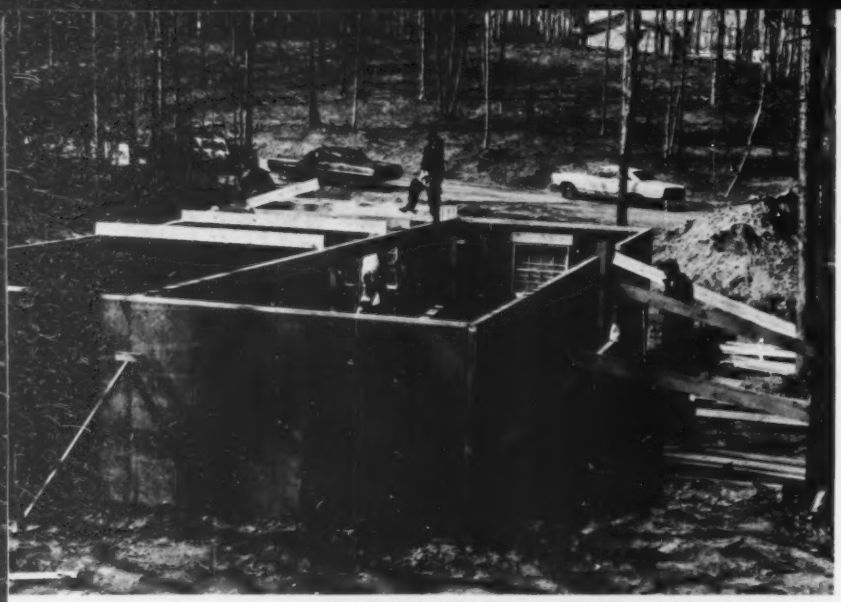
Normally, Shepherd stated, cost benefit analysis considers long range operating costs and is obviously more favorable to energy conservation goals than those costing pro-



ENERGY SAVING—*Construction and design are key areas where energy may be conserved and consumers of the future may look toward more capital investment in energy conserving material that will produce long run savings and assured energy supplies.*



NUCLEAR POWER ONE ANSWER—*The 545,000 KW Monticello Nuclear Generating Plant, located on the Mississippi River three miles northwest of Monticello, Minn., represents one answer to the energy problems. Another is conservation of energy. While new nuclear plants are on the drawing board, researchers are also working on a variety of innovative ways to conserve energy.*



CONSTRUCTION SAVINGS — *This construction scene will be one place where consumers of the future may be able to make a major contribution to wiser use of the nation's energy supply.*

cedures which include only the initial cost of construction.

"We should be prepared to produce an energy statement about our decision making in the building process, and especially how our design decisions foster a greater efficiency in the total building concept," he continued further.

Urging that "we sharpen our pencils with regard to thermal design," Shepherd said there is a need to be able to "make and explain realistic calculations which take into consideration heat from lights and from occupants, as well as heat storage effects from the building's furnishings, and other significant load factors."

Too often, minimum standards become the standard. He cited, for example, if a minimum standard implies two inches of insulation may be sufficient in a certain area of the country, when in fact cost benefit analysis indicates that four inches would be better over the life span of the building, then there is some rational basis for making a decision to go to a better thermally designed facility. It would obviously cost more to do so, but the consumer, the Nation and the home builders of America would profit in the long run.

"In addition to applying these techniques to new buildings," Shepherd continued, "significant savings can also be achieved in residential and commercial sectors by improving the insulation in existing buildings.

"Certainly, we should also stress use of equipment which makes more efficient use of energy."

Commerce, working with the Council on Environmental Quality and the Environmental Protection Agency, is developing a voluntary system of energy efficiency labels for major home appliances.

Businessmen can perform a useful service by urging consumers to evaluate purchases carefully, Shepherd stated. They can also urge industry to work toward further savings by capital investment in equipment and processes which will use energy more efficiently.

Recent government studies show that industry as a whole should be able to cut projected energy demands by at least 10 to 15 percent by 1980, primarily by replacing obsolescent equipment, opting for designs in which energy consumption is considered, and doing a better job of maintenance on boilers, heat exchangers and equipment of all kinds.

One project undertaken by the National Bureau of Standards with the General Services Administration is to take a look at overall building design, Shepherd stated.

GSA and NBS are constructing a new building in Manchester, N.H. The two agencies developed a total energy model for such a building — a computer model — and ran through 21 designs. The design selected for this eight-story office building may actually save on the order of 35 percent of energy which would have been used in the building had it been built according to conventional standards.

And, Shepherd pointed out, construction cost figures aren't much higher than those for conventional designs.

This project could have significant lessons for energy conservation in all kinds of buildings throughout the country, and the computer simulation models for energy analysis that were used are available to any architect who wants them by contacting NBS.

Another concept of energy optimization NBS is evaluating involves development of a Modular Integrated Utility System Program. This program integrates portable water service, space heating and cooling, electrical service, and solid and liquid waste processing. Estimates indicate energy savings in a range of 5 to 10 percent.

Shepherd concluded that the burden of consciousness-raising about energy conservation is shared by everyone and "we need to explore new technologies," devise "creative approaches to design" and develop and share a "sensitivity to the energy problem" which faces builders and consumers alike.

DOMESTIC BUSINESS REPORT

- **Railroads are low polluters**
- **Ferrous scrap exports placed under new rules**
- **Corporate profits climb in fourth quarter**
- **Population growth rate reaches lowest level in 35 years**

Progress Seen In State Of Black Economy

Black-owned businesses will reach 191,000 in 1973 with gross receipts of $8.4 billion, and by 1980 will total 240,000 businesses with aggregate recipts of $11 billion.

These projections by Garland C. Guice, executive director of the Chicago Economic Development Corporation, (CEDCO) were made in a presentation on the "State of the Black Economy" at a two-day national symposimum in Chicago earlier this month.

CEDCO, a business development organization affiliated with Commerce's Office of Minority Business Enterprise, sponsored the third annual symposium for leading economists, businessmen and educators who assessed the present state of the minority economy and explored its future direction. (CEDCO, a private non-profit organization, provides free financial, management, technical and marketing assistance to minority businesses.)

"The challenge now," said Guice, "is for minority businesses to change their traditional patterns of activity and move into the new dimensions of business activity caused by changes in consumer spending habits.

"We are slowly but surely opening up new dimensions," Guice asserted, "and I feel we will face that challenge well."

Advances cited

Acknowledging advances and looking with a critical eye toward areas of uncertainty, the symposium—headed by W. Leonard Evans, chairman of the Symposium National Committee—zeroed in on business opportunities for minorities, community development corporations, new hope for the cities, the role of education in the minority economy, the relationship between the black and the international economy, multiple perspectives on blacks in the southern economy, and the future direction of the minority economy from black, brown, and red perspectives.

Although labeled—State of the Black Economy—the symposium spanned a much broader area to include views and problems of a number of other minority businessmen. Benjamin Fernandez, for example, made a presentation on the Spanish-American View of the Minority Economy. Fernandez is a consulting economist with a Chatsworth, Calif. firm.

Guice, in his industry-by-industry evaluation and projections,

SYMPOSIUM LEADERS—*Discussing the State of the Black Economy during a break at the symposium are from left, Benjamin Fernandez, Fernandez & Associates; Dr. Charles G. Hurst, President Emeritus, Malcolm X College of Chicago; Walter L. Sorg, Assistant Director, Office of Minority Business Enterprise, Garland C. Guice, Executive Director, Chicago Economic Development Corp.*

OTHER MINORITIES—*Benjamin Fernandez, consulting economist, Fernandez & Associates, discusses the Spanish-American View of the Minority Economy at a two-day symposium in Chicago.*

called the outlook for minority business a "mixed bag" and saw the need for minority businessmen to "move firmly into the new and expanding fields such as health.

"Projected need for medical and surgical equipment, laboratory and radiology equipment, monitoring devices, cardiac equipment, and disposable supplies is growing at a rate of 9 per cent per year," Guice pointed out. He said the industry has room for small firms with quality products, because of the problems faced with long transportation hauls and storage of these products.

Another industry pinpointed by Guice for prospective minority business expansion is the recreation industry where he cited "rapid growth." As leisure time and income increases, people will be travelling more, using the services of hotels, motels and automobile-connected products.

Real estate

Further, the real estate industry "is one of high prospects," Guice said, adding that "minority firms must become imaginative and creative to take their share of this industry.

"Various types of firms will develop which are centered on early child care development," he projected. "As the trend to working mothers continue, many disposable and pre-packaged products for the child will be in demand."

The plastics industry is one of rapid growth, supplying various products for the home and industry, Guice noted further.

"The environment must be cleaned up, and the communications industry is on the verge of a major expansion." He cited other areas for minority ventures. "Cable television, with its allied produce and service demands, is here."

Asserting that his report can "provide a basis on which to build for the future," Guice presented the symposium's first annual outlook for minority business. Using Commerce's "U.S. Industrial Outlook," the "Report on Minority Owned Businesses: 1969," and "A Look At Business In 1990: A Summary of the White House Conference on the Industrial World Ahead," Guice made an industry-by-industry forecast and report on minority business conditions. The report, in summary, is:

The outlook for the construction industry is strong for the third consecutive year. The estimated $150 billion that will be spent in 1973 for new construction, maintenance and repair will sustain the prolonged expansion.

Minority firms, which number approximately 32,000 with gross receipts near $2 billion (1.3 percent of industry receipts), will share in this prosperity.

Construction

Spending on private residential buildings will remain around $53 billion. Private housing starts in 1973 are expected to total 2,150,000 units and to remain at about the same level in 1974. Minority firms, which account for approximately $600 million in receipts, should experience a 7 percent gain for $4.2 million in 1974. Their experiences in performing quality work should make performance bonding somewhat easier.

The public sector will see increased Federal, state, and local spending in such areas as new sewer systems, new communities, local transit, highways, and airport construction. The approximately 760 minority heavy construction contractors, with receipts of $70

million, will share in the expected 10 percent rise in activity. Because of heavy capital requirements, only five new firms are projected for 1974, but receipts of existing heavy construction firms should rise to $78 million as minority contractors gain experience and are used more as subcontractors on government projects.

Manufacturing

An estimated 8,100 minority manufacturing firms in the economy in 1973 have gross receipts of $655 million. This represents 2 percent of the total number of manufacturing firms and 1 percent of the gross receipts. With the strong growth in the economy, the sales of these firms should increase by $30 million.

The continued support of the Office of Minority Business Enterprise in the establishment of new minority manufacturing firms should add approximately 100 firms in 1974.

There are approximately 468 minority firms in the sector of food and kindred products, with sales of $120 million.

Approximately 1,500 minority firms with gross receipts of $73 million are listed in the lumber and wood products category.

The estimated 1,200 minority firms in printing and publishing are expected to have sales of $65 million in 1973. The demand for printed products remains high, generated by a combination of population growth, higher income levels, greater school requirements, and expanded business activity.

Small firms will remain dominant in this industry. The official projections reflect a 6 percent growth for the industry as a whole. With the increasing tendency to use minority firms, their sales should expand by 8 percent to $71 million in 1974; and some 50 firms are expected to be added to the industry in the same year.

Transportation

Trucking and warehousing, local and interurban transit, and taxicabs comprise the majority of the 24,000 minority firms in this sector, with receipts of $405 million.

Although minority firms comprise about 7 percent of all firms, they obtain only .4 percent of total revenues. Increased cargo ton-miles and passenger-miles travelled will remain strong for the remainder of 1973 and rice by 4 percent in 1974. The gain in revenues for minority firms in 1974 should be approximately 8 percent, or $24 million, Guice's report says.

With increasing minority organization and applications for new routes, especially in trucking, the number of firms should grow by 1.5 percent.

Wholesale trade

Thus far, the year 1973 has been good for housing and commercial construction. Retail sales have been rising, and consequently, sales of merchant wholesalers are expected to reach $323.5 billion. The 5,500 minority-owned firms in this area are expected to have sales of $1 billion. These minority firms represent approximately 5 percent of all firms, and about .4 percent of all receipts.

Although over the past two decades wholesalers have had the lowest failure rate of any industry, the outlook for minority wholesalers will be dramatically changed by the computer. Computers enable manufacturers to easily handle the requirements of retailers. This is eliminating wholesalers in some areas.

Further, computerization enables wholesalers to handle a larger volume of goods at less cost, anticipate customer needs more accurately, move inventories through the warehouses at better turnover

BLACK ECONOMIST—*Dr. Karl D. Gregory, chairman, National Caucus of Black Economists, was keynote speaker for the third national symposium on the State of the Black Economy.*

INTERNATIONAL ECONOMY—*Participants in a panel on "Black Economy and the International Economy" are shown with Garland Guice (center). From left are Vincent McDonald, Howard University; Darwin Bolden, Pan African Business Information Center; Ernest Murphy, University of Maryland, Baltimore; Dr. Robert Kitchen, Jr., Minister-Counsellor, Economic and Social Affairs, U. S. Mission to the UN.*

rates, and keep a more effective control of accounts receivable.

Achievement of these goals will result in mergers and acquisitions, with fewer and larger firms selling and servicing a variety of retail outlets. Thus, there will be warehouse modernization, more scientific management, greater use of computer systems, and more automated devices.

In this competitive arena, the number of minority firms should decline from 5,500 in 1973 to 5,100 in 1974. The remaining firms should increase their share of the market and—coupled with the expected 8 percent general increase in revenues — the minority firms should make gains in selected areas of motor vehicles and automotive equipment; drugs, chemicals and allied products; electrical goods; hardware, plumbing and heating equipment; and commercial, construction, farm, and industry machinery and equipment.

Retail trade

Retail sales of 97,000 minority firms are expected to be $5.3 billion in 1973. In general, retail sales for the total economy are expected to remain strong throughout 1973, attaining a level of $482 billion. The minority firms represent about 5 percent of all firms, with 1.6 percent of gross receipts.

The major sales area for minority firms is foodstores with 22,550 firms and sales of $1.5 billion.

Successful retail stores will be in areas such as radio, television, and music stores, drugs, liquor, jewelry, camera and photographic supplies, furniture and home furnishing, and buildings.

Finance, insurance and real estate represents the area where minority firms are farthest behind the total economy, but some progress has been made.

There are approximately 65 minority banks with deposits of about $800 million. These deposits represent about .8 percent of the total commercial bank deposits. The expected rise in deposits is 6.2 percent in 1974 to about $850 million. Approximately eight new banks should be established.

In the area of venture capital, 58 Minority Enterprise Small Business Investment Corporations have been organized, with a total capitalization of $8.7 million in 1973.

There are some 33 black mortgage banning firms, which did a volume of $90 million in 1972. This represents less than .3 percent of the $25 billion in total business by mortgage banking companies.

Minority savings and loan associations number approximately 60, with assets of nearly $400 million in 1973. This is less than .2 percent of the $203 billion in the total industry. This industry is experiencing rapid growth and should have 12 minority additions and $420 million in assets by the end of 1974.

More than 40 minority-controlled insurance firms with policies in force of about $4.8 billion and assets of $500 million in 1973 represent .2 percent of the $1.7 trillion held by the industry at large.

Real estate firms number approximately 14,000 with gross receipts of $225 million.

Selected services

Consumer spending for services continues to grow, and is expected to increase by 6 percent in 1974. Service industries in the minority economy number approximately 102,000 with gross receipts of $1.5 billion.

Problems endemic to the economy of the southern United States received close scrutiny from leading black economists. Panelists who analyzed and appraised the effectiveness of black achievements in the development of the "New Southern" economy were Thaddeus Spratlen, University of Washington, Seattle; Robert S. Browne, Director, Black Economic Research Center, New York; Joseph Debro, Executive Director, National Association of Minority Contractors, San Francisco; and Huey J. Battle, Director, Bureau of Economic Research and Development, Virginia State College, Petersburg, Va.

Never before has education assumed such prominence in the progress of a people, concluded a panel on the role of education in the minority economy. Discussing the need for technical proficiency and development of an explicit philosophy of growth were Paul King, Jr., Executive Director, United Builders Association of Chicago; Flournoy A. Coles, Jr., Vanderbilt University, Nashville; Ms. Margaret C. Sims, Atlanta University; and Dr. Charles G. Hurst, President Emeritus, Malcolm X City College.

Business opportunities

Business opportunities were covered by Dr. Carol Anderson, First National Bank of Chicago; H. Naylor Fitzhugh, Vice President of Special Markets, Pepsi-Cola Co.; Dr. Walter Cooper, Photographic Research, Eastman Kodak Co.; Stuart A. Taylor, School of Business, Harvard.

Looking at the future were Bismarck Williams, Associate Dean, School of Business Administration, Roosevelt University, Chicago; James White Eagle, Economic Development Specialist, Pawnee Tribe, Highwood, Ill.; Benjamin Fernandez; and Dr. Robert D. Bell, Consulting Economist, Minneapolis.

Community development speakers considered the problems of the inner city in a total systems framework. They were Cecil Butler, Executive Director of the North Lawndale Economic Development Corp., Chicago; Dr. Alvin Puryear, Bernard Baruch College, New York; Franklin A. Thomas, President, Bedford-Stuyvesant Restoration Corp., Brooklyn; DeForest Brown, Jr., Executive Director, National Congress for Community Economic Development; and Nelson Carlo, Abbott Specialty Metals, Inc., and Latin Economic Development Corp., Chicago.

U.S. Corporate Profits Climb To $113.1 Billion In Fourth Quarter

Before-tax book profits of corporations rose $11.6 billion to a seasonally adjusted annual rate of $113.1 billion in the first quarter, according to preliminary estimates by the Bureau of Economic Analysis.

The gain in the fourth quarter was $5.8 billion at an annual rate.

Half of the first quarter increase occurred in manufacturing, especially in durable goods industries where higher earnings were particularly evident for automakers, the lumber industry, and nonelectrical machinery producers. Book profits rose for most nonmanufacturing industries, with the largest gains recorded for wholesale and retail trade firms. Financial institutions also reported increased earnings.

Corporate profits tax liability in the first quarter is estimated at $50.8 billion, up $6.5 billion from the fourth quarter rate. After-tax earnings rose $5.1 billion to $62.3 billion. Dividend payments, at $27.3 billion, were $0.6 billion above the fourth quarter rate.

Retained earnings amounted to $35 billion, compared with $30.5 billion in the fourth quarter. Corporate capital consumption allowances rose $1.1 billion to $70.6 billion. Corporate cash flow—retained earnings plus capital consumption allowances—reached $105.6 billion, up $5.6 billion from the fourth quarter rate.

The book profits measure includes gains or losses due to the difference between the replacement cost of goods taken out of inventory and the cost at which they are charged to production. When BEA measures profits for national income purposes, such inventory gains or losses are excluded through an "inventory valuation adjustment."

First quarter inventory profits, estimated at $14.1 billion, were more than double those of the previous quarter due to the rapid rise in wholesale prices. As a result, the national income measure of pre-tax corporate profits rose only $3.4 billion to $99 billion.

—Bureau of Economic Analysis

Small Businesses To Get New Contracting Rules

The Small Business Administration has decided to eliminate the proposal which called for 60 percent ownership by disadvantaged persons in an 8 (a) concern to be eligible under the Section 8 (a) contracting program, SBA Administrator Thomas S. Kleppe said.

Kleppe said the revision of proposed changes in the 8 (a) contracting program came after "excellent public response." He said SBA also will eliminate the proposed restriction on the source of equity capital (a) concerns may obtain. In addition several other minor revisions will be made and the changes republished for public comment.

"The 8 (a) program is the lead activity in President Nixon's stated objective to develop more minority business concerns," Kleppe stated, "and in the past four years we have had a nearly 1,000 percent increase in 8 (a) contracts."

Kleppe revealed that from $22 million in fiscal year 1970 the program has grown to an estimated $200 million in fiscal year 1973.

Fred S. Neumann, Southwest regional director for SBA, said in Dallas that during the current fiscal year which ends June 30, contracts totaling $28,350,000 had been let in the five-state region of the Southwest.

"The whole intent of the program is to enhance opportunities for socially and economically disadvantaged persons to achieve a competitive and profitable position in the marketplace," Kleppe commented.

He added that it is intended that 8 (a) contracts will serve as an adjunct to assist in a minority concern's development.

Several companies assisted through the 8 (a) contracting program have begun to bid successfully in the open marketplace for government contracts, the SBA administrator reported.

Under the 8 (a) program, so named for the section of the Small Business Act authorizing the activity, SBA serves as prime contractor for federal goods and services and subcontracts them to socially or economically disadvantaged firms.

—Small Business Administration

Small Families Become Popular Trend In U.S.

Small families continue to gain favor, the Census Bureau finds.

Seventy percent of U.S. wives in the 18 to 24 year age group surveyed in 1972 said they expected to have no more than two children, according to a new Census Bureau report. A similar study in 1967 showed that only 44 percent in that age group expected to have no more than two children.

The 1972 survey, conducted by the Bureau, was supported by the National Institute of Child and Human Development, National Institutes of Health.

"Birth Expectations and Fertility: 1972" includes information by type of residence, education, race, age at marriage, labor force status, family income, and husband's occupation. In addition, there are some data on childspacing.

Single copies of the new report (P-20, No. 248), are available for $1.25 from the Superintendent of Documents, Government Printing Office, Washington, D.C., 20402, or from Commerce District Offices in major cities.

—Census Bureau

South Growing At Same Rate As West, New Census Data Show

In the South the adult population is now growing at the same rate as in the West, traditionally the fastest growing region, according to estimates of state population by age released late this month by the Census Bureau.

The new estimates show that in July 1972, there were 39.4 million adults 21 and older in the 16 southern states and the District of Columbia, an increase of 5.1 percent over the 1970 figure. The 1972 estimate of 22.1 million in this age group in the West's 13 states was a 5.2 percent increase over 1970.

The estimated increase of persons 65 and older was greatest in Florida, 142,000, during 1970-72. California was next with a gain of 96,000. However, New York, with an increase of only 31,000 retained its rank as the state with the most elderly persons. Two million are 65 and older.

Estimates place the number of children under age five at 17.2 million in 1972, about the same level as 1970. Gains were noted in about half the states. States with a declining population under five years old were concentrated in the Northeast and North Central regions.

The school age population, five to 17 years old, is the only age group to show a decline, the total dropping to 51.8 million in 1972, a drop of 708,000 since 1970. Only 11 states had a gain of young people in these ages. Those were Maine, New Hampshire, Vermont, Maryland, New Jersey, Arizona, Colorado, Nevada, Alaska, and Hawaii.

The report presents estimates of the resident population of states by broad age groups for July 1971 and provisional estimates for July 1972. Also shown are estimates for Federal Standard Regions. These are the first state age estimates published based on results of the 1970 census.

"Estimates of the Population of States, By Age: July 1, 1971 and 1972," Current Population Reports, Series P-25, No. 500, is available from the Government Printing Office, Washington, D.C., or from Commerce Field Offices in principal cities. The eight-page document costs 25 cents. —*Census Bureau*

Ombudsman For Business

Businessmen who need assistance in their dealings with the Federal Government have a central office in Washington, D.C., to write or call for information, suggestions, or even for registering complaints — the Commerce Department Ombudsman for Business.

All inquiries should be addressed to the Ombudsman, Thomas E. Drumm, Jr., Special Assistant to the Secretary, U.S. Department of Commerce, Washington, D.C. 20230, or call 202-967-3178.

Colleges Draw Young Returning Veterans In Special Aid Program

A new outreach program on campuses of community colleges in Washington State is making impressive headway in its drive to enroll large numbers of young veterans.

Outreach counselors work with the state employment service in locating young veterans and placing them in schools in part time jobs. Frequently, according to the program organizers, additional income is an essential supplement to the GI Bill if a man or woman wants to stay in school.

The program is one of a number of examples of the national jobs for veterans campaign. The National Committee on Jobs For Veterans coordinates the nationwide effort to bring to returning veterans into the civilian labor market. The campaign includes job training, job fairs, overseas jobs fairs before the servicemen are released and educational and vocational training programs.

The Washington program was the idea of Gov. Daniel Evans who saw a critical need to "provide educational and training opportunities as rapidly as possible" to the "large numbers of veterans now being discharged."

Gov. Evans wanted to markedly increase the number of young veterans that were enrolled in the state's community colleges and vocational schools through outreach efforts by young veterans who would serve on each of the 27 campuses involved.

Last year, 12,000 students of the more than 110,000 students in these schools were young veterans. The program was started Nov. 15 with $260,000 in Emergency Employment Act funds. The EEA money is expected to last through the end of the calendar year, and efforts are already being spearheaded by Gov. Evans to get the state to pick up the tab for the program after the Federal money runs out.

Greg Barlow, Special Projects Director of the Washington Board for Community College Education and a Vietnam veteran, pointed out that within a month of the project's initiation 167 young veterans had been hired as staff and placed on all of the 27 campuses of Washington's community colleges.

"What made the project click," said Barlow, "was the wide-ranging cooperation effort among all organizations involved, the governor's office, the employment security department, the VA regional office and especially the community colleges themselves."

The community colleges have contributed toward the establishment on each campus of a veterans service center. —*JFV*

Millions Of Americans Speak Foreign Language In Their Homes

More than 33 million Americans come from homes in which a language other than English was spoken when they were children.

This information is in a new Census Bureau report which states that the number of persons reporting a mother tongue other than English was 33.2 million at the time of the last decennial census.

The largest group was persons of Spanish mother tongue, 7.8 million in all. They were about four-fifths of the Spanish heritage population in the Nation. Another 6.1 million said German was their mother tongue. Other groups were: Italian, 4.1 million; French, 2.6 million; Polish, 2.4 million; Swedish, 626,000; Norwegian, 613,000; Slovak, 510,000; Greek, 459,000; Czech, 453,000; Hungarian, 447,000; and Japanese, 409,000.

Use of a foreign language tends to diminish with the passing years among immigrant groups, but at varying rates. For example, of the 4.1 million persons of Italian mother tongue, 1.0 million were first generation arrivals; 2.5 million were of the second generation; and only 606,000 (barely 15 percent) of the third and later generations.

Of 7.8 million persons of Spanish mother tongue, 1.7 million were of the first generation; 2.0 million of the second; and 4.1 million (53 percent) of third and later generations. An even higher proportion (56 percent) of French mother tongue persons were of the third and later generations. Among persons of German mother tongue, 41 percent were of third and later generations.

The report observes that three groups—the Spanish of the Southwest, French Acadians who settled in Louisiana, and the Pennsylvania Dutch—run counter to the usual trend among immigrant groups in that they still use their mother tongue after many generations of residence.

The report also shows that the proportion of an immigrant group that becomes naturalized citizens increases as the time passes after immigration. Of 9.7 million foreign born persons in the U.S. counted in 1970, 6.2 million were naturalized citizens. Only 20 percent of the 1960-70 immigrants had been naturalized, however, whereas 90 percent of those who entered the United States before 1950 were citizens.

Single copies of the report "Country of Origin, Mother Tongue, and Citizenship for the United States: 1970" PC(S1)-35 may be obtained for 30 cents from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402 or from Commerce District Offices in major cities of the United States.

—Census Bureau

Metropolitan Areas Get New Ranking, Groups

New ranking by population size of the Standard Metropolitan Statistical Areas of the United States and Puerto Rico was announced late this month by the Census Bureau.

Based on final decennial population counts, the new ranking was made to reflect recent actions by the Office of Management and Budget affecting the 267 SMSA's. These actions include creation of four new SMSA's, merging of 12 existing areas into six new ones, boundary redefinitions of 98 areas, and name changes in 14 others.

The new areas are Burlington, N.C.; Fayetteville-Springdale, Ark.; Kingsport-Bristol, Tennessee-Virginia; and St. Cloud, Minn. The six new areas resulting from mergers include Charlotte-Gastonia, N.C.; Dallas-Fort Worth, Tex.; Greenville-Spartanburg, S.C.; Raleigh-Durham, N.C.; Salt Lake City-Ogden, Utah; and Northeast Pennsylvania.

No change from 1970 occurred among the eight largest metropolitan areas. They were New York, Los Angeles-Long Beach, Chicago, Philadelphia, Detroit, San Francisco-Oakland, Washington, and Boston.

Nassau-Suffolk, N.Y., replaces Pittsburgh as the ninth largest metropolitan area in the new ranking. The Nassau-Suffolk SMSA was created from the eastern Long Island counties formerly in the New York metropolitan area and has a population of 2.6 million.

The combined Dallas-Fort Worth SMSA now ranks 12th and has a population of 2.4 million.

New Industry Program Leads Way To Minority Business Development

General Dynamics' Fort Worth plant has come with an innovative service which makes it easier for small and minority business owners to contact the firm's buyers.

The Small Business-Minority Business Information Center further expands the company's small business subcontracting program, according to Richard S. Adams, vice president and general manager of the Fort Worth plant. During the past 10 years, orders have been placed in excess of $550 million with small firms.

The Center provides a directory of items purchased by General Dynamics and a tape recorder is available for prospective suppliers to leave messages for buyers.

"This is the prototype for all members of the private sector who feel a responsibility to help all businesses enter the mainstream," Fred S. Neumann, Southwest Regional director of the Small Business Administration, said.

Railroads Are Comparatively Low Polluters, Industry Evaluation Finds

Railroads have been shown to be the lowest polluter of the environment among the major modes of transportation, according to a new evaluation of exhaust emissions from diesel locomotives in relation to environmental pollution control.

Exhaust composition varies with the type of engine, method of air introduction and engine load.

These conclusions are drawn by the Railroads and Rail Equipment Sub-Council of the National Industrial Pollution Control Council in a report released earlier this month.

The NIPCC report cites a study of four locomotives by Scott Research Laboratories, Inc., at Chevron Research Company's facilities in Richmond, Calif. The investigation was funded by the Association of American Railroads, the Atchison, Topeka and Santa Fe Railway System, Southern Pacific Transportation Co. and Union Pacific Railroad.

The report notes that railroads of the United States haul more than 750 billion ton-miles of freight annually. This represents about 41 percent of the freight traffic of all carriers and is accomplished with 1.8 million freight cars travelling over 210,000 miles of track.

The power for moving railroad traffic is supplied by a fleet of 27,000 locomotive units practically all of which are diesel-electric.

Diesel engines

The vast majority of these locomotives are equipped with diesel engines ranging from 700 to 4,000 horsepower. Locomotives in the lower horsepower range are used in railroad yards and terminals for assembling and disassembling trains. Medium horsepower engines are used in road-switching service and transfer runs. Higher horsepower locomotives are used in road freight operations and may be of two types: drag and manifest.

Main line freight locomotives in the United States average about 111,000 miles per year with some units compiling over 250,000 miles annually. Locomotives normally have an economic life exceeding 15 years, and there are literally thousands of units still in service which have operated 20 years or longer.

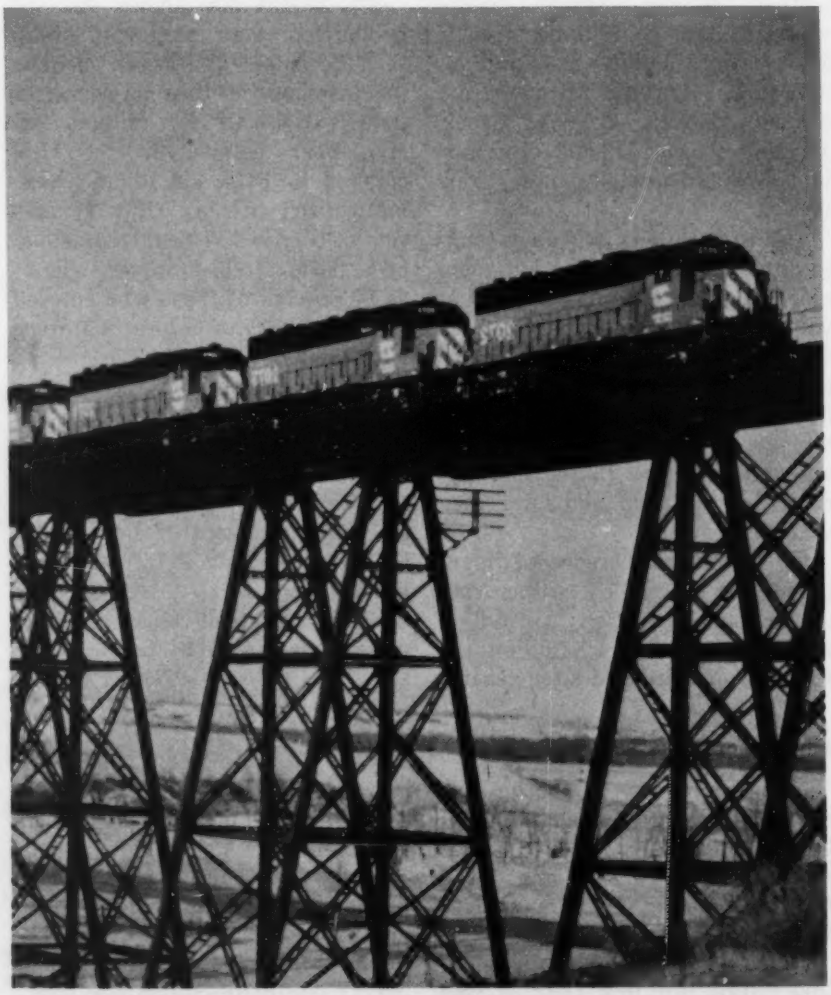
The diesel engine itself may be changed on a locomotive; but it is normal for an engine to operate 10 to 12 years in a locomotive before it is rebuilt and reinstalled in another locomotive unit. Locomotives thus accumulate millions of miles in their lifetime.

"The Nation's railroads, a relatively small contributor to pollution, especially in the area of major gaseous emissions, are currently responsible for only about 1 percent of the total national air pollutant emissions from all sources," the report notes further.

"Although railroad diesel engines burn about four billion gallons of fuel oil annually, this volume represents only 2.5 percent of the annual national consumption of petroleum fuels."

While precise comparisons of emissions from general classes of diesel engines were not possible from the study, the report concludes that:

- Exhaust gas composition var-



AMERICAN SCENE—*American railroads haul billions of tons of freight annually and are among the lowest polluters. Industry specialists are studying ways to further reduce pollution in this segment of the transportation industry.*

ENGINE—*This locomotive has an economic life exceeding 15 years. It pulls tons of freight a year across millions of miles. It is a part of the American transportation scene covered in a new NIPCC report.*

ies with the type of engine, method of air introduction, and engine load.

• The specific concentration of carbon monoxide from an engine recently out-of-shop was statistically lower at most throttle settings, than the same design of engine due for scheduled maintenance. However, there was no statistical difference between these two engines in the case of the sum of unburned hydrocarbons and oxides of nitrogen.

• Measurements of visible emissions using existing instrumentation and methodology were inconclusive. There is an obvious and urgent need for improved meters to provide reliable measurements of visible exhaust emissions. (This is an immediate concern since many states, counties and other political jurisdictions have current or pending regulations and legislation governing the quality of visible emissions permitted from railroad diesel engines.)

• Available testing equipment can be used with confidence for measuring carbon monoxide, oxides of nitrogen, and unburned hydrocarbons sampled from the exhaust of locomotive diesel engines, and substantial reproducible results can be obtained.

• To develop a comprehensive (service-life) analysis of emissions from various classes of diesel locomotives will require further testing.

• It is important for the manufacturers and users of diesel locomotives to examine ways to reduce emissions at idle both through engine design and operating procedures, because of the high percentage of time spent at idle during the duty cycle of a typical locomotive engine.

The report was signed by B. F. Biaggini, Jr., President, Southern Pacific Co. and Chairman of the Sub-Council. John P. Fishwick, President, Norfolk & Western Railway Co., is Vice Chairman.

Other Sub-Council members are Henry A. Correa, President, ACF Industries, Inc.; G. Russel Moir, Chairman, United States Freight Co.; W. Irving Osborne, Jr., Chairman of the Board, Pullman, Inc.; John S. Reed, Chairman and President, Atchison, Topeka & Santa Fe Railway; W. Thomas Rice, Chairman of the Board, Seaboard Coast Line Railroad Co.; and T. M. Thompson, Chairman of the Board and Chief Executive Officer, General American Transportation Corp.

Copies of Exhaust Emissions from Diesel Locomotives are available for 35 cents domestic postpaid from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or for 25 cents at a GPO bookstore.

—National Industrial Pollution Control Council

Mobility, Characteristics Of Metropolitan Area Residents Are Detailed

The characteristics — including sex, age, race, years of school completed, employment status and major occupation group, and income—of persons who moved into or out of metropolitan areas between 1965 and 1970 appear in a new Census Bureau report.

"Mobility for Metropolitan Areas," presents the data for persons who moved and for "nonmovers" within metropolitan areas in the five-year period.

A table in the report, shows for instance, that the median age (half of the persons are above the figure, half below) of persons who moved from non-metro areas into very big metropolitan areas during the period was 24.7 years, compared to 26.4 for movers from other metropolitan areas and 38.9 for nonmovers.

Copies of the report may be purchased from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402 or at any of the Department of Commerce District Offices in major cities of the United States. The price is $4.55.

—Census Bureau

Consumption Of Black Walnut Logs Increases

Consumption of black walnut veneer logs last year rose 15.2 percent above 1971, but was well below the peak 1963 and 1968 levels.

Total 1972 consumption—domestic and export—amounted to 26.6 million board feet compared to 23.1 million in 1971 and 37.9 million in 1963 and 1968, Commerce's Bureau of Competitive Assessment and Business Policy reported in its 1972 survey. The average dollar value also rose, to $1,293 per thousand board feet in 1972 compared to $1,167 in 1971 and $1,142 in 1970.

Exports accounted for the larger part of the increase, totaling 15.1 million board feet in 1972, or 2.2 million more than was exported in the previous year. Domestic veneer log consumption advanced 1.3 million board feet to 11.5 million in 1971-72.

Black walnut is an internationally preferred wood for fine furniture, paneling and other decorative uses. It is indigenous to the United States.

—Bureau of Competitive Assessment and Business Policy

Exports Of Ferrous Scrap Metal Placed Under New Reporting Rules

A procedure to make information on export shipment of ferrous scrap and pertinent data on export orders promptly available to the Commerce Department is being established, Secretary Dent said in a letter to industry leaders.

Export orders for less than 500 short tons and shipments against such orders, will be exempt from these reporting requirements. Secretary Dent indicated that assurances have been received from major scrap exporters that the exporting community can comply with this approach to reporting without undue burden.

The Commerce Secretary expressed extreme "concern" about recent price increases in this material and the potential inflationary effects which such increases may have on the steel and ferrous foundry industries and the economy as a whole.

Long-range ferrous scrap supply is the principal item on the agenda of the Industry Advisory Committee on Metal Scrap Problems which will meet May 30 in Room 4830 of the Commerce Department.

Dent wrote industry leaders:

"I am writing you about the problem which the United States iron and steel industry faces in rising prices for one of the industry's basic inputs—ferrous scrap. I am extremely concerned about the recent price increases in this material and the potential inflationary effects which such increases may have on your industry, and on the economy as a whole.

"Our analysis indicates that, although export shipments (which now account for approximately 20 percent of total sales of scrap) are an important factor in determining domestic prices, we do not have up-to-date information which allows us to quickly analyze fluctuations in export shipments as they occur, nor are we able to forecast future shipments resulting from long-term contracts. Accordingly, a reporting procedure is being established under which the ferrous scrap industry will begin reporting pending and subsequent export orders by tonnage, destination, and date of shipment, as well as information on export shipments as they occur, except for orders of less than 500 tons, and shipments against such orders.

"While this step will not decrease the price of ferrous scrap, it will provide us with the data we need to better understand and deal with this situation, which is of great concern to all of us."

The procedure, providing for weekly reports on export orders and shipments, was announced in the Federal Register May 22. The first reports will be due 10 days from that date.

Personal Income Rose $7.6 Billion In April

Personal income rose $7.6 billion in April to a seasonally adjusted annual rate of $1,008.9 billion, according to the Bureau of Economic Analysis. Revised data show that personal income increased $6.8 billion in March.

Wage and salary disbursements, at an annual rate of $679 billion, gained $5.9 billion and accounted for most of April's income advance. About half of the April gain was in the commodity-producing industries, which had shown a $1.3 billion increase in March. Distributive payrolls were up $1.1 billion, somewhat less than the $1.8 billion gain in March. Service payrolls rose $1.1 billion, compared with $0.6 billion in the previous month. Government wages and salaries increased $0.8 billion.

Manufacturing payrolls rose $3.1 billion in April, following a $0.8 billion gain in March. Payroll gains were concentrated in durable goods industries with transportation equipment, fabricated metals, machinery and electrical equipment showing the strongest growth. Smaller increases were noted for most nondurable goods industries.

Transfer payments rose $1 billion, reflecting largely the rise in social security benefits as more of the claims were processed under the recently liberalized legislation —some with retroactive payments to January. Other types of nonwage income added $1.2 billion to total personal income.

Personal income for the first four months of 1973 was at a seasonally adjusted annual rate of $997.7 billion. This was an increase of $87.6 billion or 9.6 percent above the corresponding period last year.

—*Bureau of Economic Analysis*

Freighters, Seabee, LASH Are Delivered From U.S. Shipyards

Two freighters, a Seabee and a LASH were delivered from American shipyards in March and April, according to the Merchant Marine Data Sheet.

The active privately owned sector of the U.S. merchant marine consisted of 607 vessels, comprising more than 13 million deadweight tons on April 1. The active private fleet consisted of 224 freighters, 229 tankers, 30 bulk carriers, 117 intermodal types, and seven combination passenger-cargo ships.

As of April 1, 76 merchant ships totalling more than 4.3 million deadweight tons, were under construction or on order from American shipyards. Valued at $2.3 billion, the shipbuilding orderbook included 41 tankers, 20 intermodal carriers, five freighters, eight dry bulk carriers and two special-type vessels.—*Maritime Administration*

Population Growth Reaches Lowest Level In 35 Years

During 1972 the population growth rate in the United States dropped to its lowest level in 35 years, the Census Bureau has reported.

Businessmen, particularly in the retail and service trades, follow population growth trends to spot new markets and plot future expansions.

The population of the United States was estimated at 209,717,000 on Jan. 1, 1973—a gain of 1,628,000 during the previous 12 months. This is the lowest numerical increase since 1945. It represents a growth rate of 7.8 persons per 1,000 of population, the lowest since 1937's 6.7 per 1,000.

During 1972 there were an estimated 3,256,000 births, more than one million under the 1957 peak of 4,332,000, and the lowest total of births since 1945. This resulted in an estimated total fertility rate for 1972 of 2,025, the lowest in American history. Replacement level fertility is 2,100 births per 1,000 women in their lifetime. This is the level required for the population to eventually reach a no-growth status if there were no immigration.

The Census Bureau report notes that there were an estimated 1,964,000 deaths in 1972, a rate of 9.4 per 1,000 of population. The death rate has remained relatively constant in recent years although the number of deaths increases each year with the increase in population. Also affecting the annual total of deaths has been the increase in the proportion of the population 65 years and over during the last two decades.

The 1972 population increase included an estimated 338,000 due to net civilian immigration, the lowest since 1964, but a decline that may well be temporary.

The report presents data on the estimated population and the components of change, concentrating on the 1960-1973 period, but including data from 1930.

Copies of Estimates of the Population of the United States and Components of Change: 1972 (With Annual Data From 1930), Series P-25, No. 499, are available for 45 cents from the Superintendent of Documents, Government Printing Office, Washington, D. C., 20402, or from Commerce District Offices in major cities.

—Census Bureau

Half Of Americans Identify With Eight Major Ethnic Groups

Nearly half of all Americans identify themselves as belonging to one of eight major ethnic groups, according to a national survey by the Census Bureau.

Some 102.2 million of the 204.8 million persons in the United States in March 1972 reported their origin or descent as:

English, Scottish or Welsh, 29.5 million; German, 25.5 million; Irish, 16.4 million; Spanish, 9.2 million; Italian, 8.8 million; French, 5.4 million; Polish, 5.1 million; Russian, 2.2 million.

Of the remaining half of the population, 17.6 million reported that they did not know their ethnic origin (including some who did not report their ethnicity) and 85.1 million were of "other" origin. Many of these were of multiple origin. Information was collected from a single question, so the data do not necessarily reflect the degree of attachment by a person to a specific origin group or the recency of immigration.

The report represents data on the number of persons by ethnic origin, age and sex, family status, size and type of families, number and age of children, educational attainment, employment status and occupational group, and income. Data are presented for surveys conducted in March 1972 and March 1971.

Analytical text on the findings about the five largest origin groups are also found in the report.

Copies of "Characteristics of the Population by Ethnic Origin: March 1972 and 1971," Series P-20, No. 249, are available for $1.25 from the Superintendent of Documents, Government Printing Office.

Calendar For Businessmen

June 12 — Taunton, Mass. — Business Opportunity Federal Procurement Conference, sponsored by U.S. Rep. Margaret M. Heckler.

June 15—Bridgeport, Conn.—Business Opportunity Federal Procurement Conference, sponsored by U.S. Rep. Stewart B. McKinney in cooperation with Mayor Nicholas Panuzio and the Bridgeport Area Chamber of Commerce.

June 22 — Bear Mountain, N.Y. — Business Opportunity Federal Procurement Conference, sponsored by U.S. Rep. Benjamin A. Gilman.

June 19-23 — Chicago — National Association of Minority Contractors fourth annual convention, hosted by United Builders Association of Chicago. For information contact Sandra Dixon or Dorothy Foster at 312-225-0600.

July 13 — Hellena — Business Opportunity Federal Procurement Conference, sponsored by Rep. R. G. Shoupe.

July 26—Duluth, Minn.—Business Opportunity Federal Procurement Conference, sponsored by U.S. Rep. John A. Blatnik and U.S. Rep. David R. Obey.

SCIENCE & TECHNOLOGY REPORT

- Consumer product safety center to help commission
- Aerospace industry endorses U.S. metric switch
- World fisheries need planning to stay in business
- Patents of special interest

Incentive Plan To Widen Technology's Uses

A new government program intended to increase the application of American technology to national problems such as productivity, unemployment, pollution, energy conservation and unfavorable trade balances is under way with an allocation of $7 million at Commerce's National Bureau of Standards.

The new program is known as the Experimental Technology Incentives Program or ETIP. It was first discussed in President Nixon's special science and technology message last year. At that time, the President called for a determination of "effective ways of stimulating non-federal investment in research and development and of improving the application of research and development results. The experiments to be set up under this program," he said, would be "designed to test a variety of partnership arrangements among the various levels of government, private firms and universities. They would include the exploration of new arrangements for cost-sharing, patent licensing and research support, as well as the testing of incentives for industrial research associations."

Industry solicited

In describing the program recently, Dr. Richard W. Roberts, Director of the National Bureau of Standards, said many of the experiments to be conducted under the program will be based on suggestions solicited from various elements of the industrial community, professional and trade organizations, education institutions, state, local governments and individuals.

Program planning has involved substantial input from U.S. business and industry, many of whom feel that a program of this sort is badly needed and can lay the basis for useful federal policy changes to encourage technological innovation in the private sector.

More specifically, the objectives of the new program are to obtain policy-relevant knowledge and experience concerning technological invention and innovation in the nation which will enable the Federal Government to shape its policies, programs and procedures so as to accelerate the application of scientific and technological capabilities to the solution of national problems.

The Federal Government influences technological invention and innovation in a number of ways. Through its procurement of goods and services, its patent and antitrust policies, its tax structure, its regulatory activities, and its direct conduct and support of research and development, the Federal Gov-

ernment influences considerably the private sector's development technology.

Shaping policies

The interrelation of the Federal Government and the industrial sector is so complex that it is unlikely that predictions of the effect of changes in governmental policies or program will be sufficiently accurate to be useful. In order to determine with confidence effective ways for the government to shape its policies in this area, a series of hypotheses should be tested both by analysis and experimentation. Since there are a large number of possible hypotheses and there is little firm knowledge in the literature on the relative importance of various factors that increase the rate of technological invention and innovation, there is no single obvious approach.

A number of pragmatic considerations that led to the initial selection of policy questions included:

► The policy questions selected should be those for which there is a reasonable expectation of obtaining answers based on experience. A cursory view of the current programs of federal mission-oriented agencies indicated that there are a number of programs, on-going or in the recent past, that seek to encourage invention and innovation in a particular technology of importance to the agency's mission.

Obvious examples

Obvious examples are new housing technology developments by the Department of Housing and Urban Development, Department of Transportation's efforts to provide safer automobiles and improve bus and rail transportation systems, and the efforts to develop improved technology for law-enforcement officers. ETIP would seek to take advantage of some of these on-going efforts, each of which can be viewed as an experiment in the effectiveness of the Federal Government in influencing technological developments.

► The policy questions selected should draw upon the capabilities of the Commerce Department and should preferably be related to the broad mission of the Department to strengthen the nation's economy and to improve the international competitive position of U.S. industry.

► Since ETIP seeks to explore new types of partnerships between the Federal Government and the business sector, federal policies and programs should be chosen for investigation where the business community would find changes desirable and would want to participate.

The ETIP program assumes that technological invention and innovation in the private sector is strongly influenced by the policies and

Dr. F. Karl Willenbrock
Director of ETIP

programs of the Federal Government. This hypothesis will be tested by focusing on the following policy questions:

► What alternatives in federal or federally-assisted procurement policies and practices would be cost-effective in stimulating technological invention and innovation and thereby increasing productivity and improve the U.S. competitive position?

► Can the regulations issued by the government to protect public health, safety and well-being which control goods and services offered to the public be used to provide a positive stimulant to technological innovation?

► What cost-effective federal actions can be taken to improve the productivity of U.S. industry and its international competitiveness through facilitating the commercialization of the technical inventions of inventors and small R&D firms?

Analyses and studies

Experiments are being defined for each of these three major policy questions, according to Dr. F. Karl Willenbrock, Director of the ETIP program, after which participation will be solicited from business and industry. Most of the experiments will be performed in cooperation with technologically-oriented private organizations and other federal agencies. NBS will monitor progress of these investigations. ETIP will be closely coordinated with related programs at the National Science Foundation.

In addition to the three policy question areas in which the major ETIP effort will be expended this year and next, there will also be a series of analytical studies and research projects.

The objectives of these studies and research are: (1) to monitor the progress and orientation of the investigations in the already selected policy areas for ETIP investigations and to provide an improved basis for the selection of policy areas for future study; (3) to determine whether experience from industrial incentive programs in operation in other technically advanced countries can assist ETIP planning; (4) to become familiar with the many programs under way in the mission-oriented federal agencies that are directed towards improving available technology; and (5) to seek additional private-sector inputs as to possible Federal Government actions that

would encourage technological invention and innovation in the private sector.

Two have already been identified as meriting further investigation.

The first project relates to the impact of antitrust considerations on technological invention and innovation.

A second project will be a follow-on to the recently completed Commerce study entitled "Technology Enhancement Programs in Five Foreign Countries" which investigated existing industrial incentive programs in Japan, Canada, the United Kingdom, France, and West Germany.

Three Cabinet Officers To Participate In Ocean Conference In Seattle

Heading the list of government officials participating in a conference on "The Oceans and National Economic Development" in Seattle July 17-19 are Agriculture Secretary Earl L. Butz, Interior Secretary Rogers C. B. Morton and Commerce Secretary Frederick B. Dent.

The three-day meeting is sponsored by Commerce's National Oceanic and Atmospheric Administration.

Government participants will be joined by a wide variety of industrial, scientific, technical and conservation interests. Conferees will be encouraged to pool their views and take a fresh look at the ocean's potential for meeting national economic and social needs during the next quarter century.

The conference will be built around six sessions dealing with specific ocean-related topics on broad policy aspects of ocean development. The conference will deal with the ocean's energy, mineral, recreational and living resources; coastal zone management and marine resource development; regional organizations and economic development of resources.

Consumer Product Safety Center To Help Commission

Establishment of a Consumer Product Center at Commerce's National Bureau of Standards aims to help the newly-established Consumer Product Safety Commission improve safety aspects of a wide variety of consumer products including electrical appliances, textile products and toys.

The work of the new center will provide the technical basis for standards that will be applied to potentially hazardous consumer goods.

Some 20 million Americans are injured in the home each year as a result of accidents related to consumer products. Of these, 110,000 are permanently disabled and 30,000 killed.

The Consumer Product Safety Act, passed by Congress last October, authorized establishment of the Consumer Product Safety Commission with responsibility for reducing this accident toll. The legislation specifically directed the Commission to utilize to the maximum extent possible resources and facilities of the National Bureau of Standards in its efforts.

Data gathering

Jacob Rabinow, Director of the new NBS Center for Consumer Product Safety, said that increased effort in collection and more detailed evaluation of accident data is urgently needed. NBS will direct a great deal of effort toward this data gathering.

"We need to know more precisely how many and what kinds of product-related accidents are occurring," said Rabinow. "By developing information on association of specific types of products with accidents, and severity of accidents, we hope to help the Commission in determining which products should be considered most hazardous, and should receive priority attention.

The NBS Center will also test procedures and test equipment that can be used to determine relative safety of a product, Rabinow said. Such tests and equipment can be used in writing standards to be issued and enforced by the Safety Commission. These standards will have to be met by consumer product manufacturers.

In cooperation with the Commission, the NBS Consumer Product Safety Center will work with industry in developing standards that can be used by manufacturers on a voluntary basis to design safer products, Rabinow said.

Dr. Melvin R. Meyerson will serve as the Center's Associate Director for Consumer Activities. Other NBS units that will participate most frequently in the work of the Center are the Consumer Product Systems Section of the Measurement Engineering Division; Product Flammability Section of the Fire Technology Division; and Consumer Product Activities of the Technical Analysis Division.

—*National Bureau of Standards*

Aerospace Industry Endorses U.S. Switch To Metric Measure

If the U.S. is to continue to hold a predominant position in the field of precision engineering in international trade, it must convert to the metric system of measurement, according to the president of the Aerospace Industries Association.

Testifying before the House Science and Astronautics Subcommittee on Science, Research and Development, Karl G. Harr, Jr., said the aerospace industry endorses the Administration's bill which would provide a national plan for metric conversion over a specified period of time.

In supporting conversion, however, Harr emphasized the fact that any conversion must be timely, planned, orderly, and not neces-

sarily exclusive of other systems of measurement.

Speaking for the high-technology aerospace industry, Harr made the following points:

- The conversion should be voluntary.
- Conversion should be planned carefully so that it will be orderly and timed to the needs of both producers and the public. In other words, it should be phased intelligently and not be the product of some arbitrary deadline. A 10-year period is considered reasonable.
- Metric units should become predominant, but not the exclusive system of measurement.
- The retention in new metric language of standards of those U.S. engineering designs, practices and conventions that are internationally accepted or that embody superior technology should be encouraged and supported.

Differing impact

- Because of the differing impact metric conversion will have on the various segments of the national economy, participation under the national plan should be on a voluntary basis in the private sector.
- As proposed by the Administration, a Board comprised of business, labor, consumer, science, technology and Government leaders, assisted by the Commerce Department, should be created to oversee the conversion process.
- Costs of conversion should be treated as normal costs of doing business and they should be recoverable in the pricing of products.
- There should be a national program of metric system education at all levels in all sectors of the society. Such an educational program should be given high priority in the national plan and should be introduced at its inception.

Harr emphasized that it should be implemented over a period of time and take maximum advantage of the normal replacement of equipment and facilities and the introduction of new product lines, to minimize cost.

World Fisheries Need Planning To Stay In Business

The world is nearing the limit of its fishery possibilities, Dr. Robert M. White, Administrator of Commerce's National Oceanic and Atmospheric Administration warned in a recent speech in which he outlined Federal actions designed to bring about an adequate supply of fish.

Speaking to the National Fisheries Institute in Los Angeles, he said that Federal policies must act to provide sufficient fish in the near term, and insure the conservation of stocks for future use. Management systems to accomplish this, he said, "require cooperation between our states, between the states and the Federal Government, between the Federal Government and other nations, and between these government institutions and the industry which must operate within these management systems."

Dr. White also called for restraint on fish price rises, pointing out that "people increasingly like seafood, they find much of it reasonably priced. Never has it had such a favorable national image, and we must keep it that way."

Federal activities designed to provide continuation of high fishery yields involve managing the resource wisely, he said. He pointed to the following actions by the Federal Government to bring this about:

Appropriate control

► Efforts to obtain appropriate national and international control of the common resource, primarily through the United Nations Law of the Sea deliberations.

► Establishment within NOAA of a State-Federal management program targeted for specific species both within the territorial seas and contiguous zone, and beyond.

► Insistence that international fisheries commissions recognize problems of resource depletion and establish catch quotas to help solve these problems.

► Development of markets for fish not presently used.

► Increased mariculture efforts.

Dr. White also recounted the need for adequate fishery inspection services. NOAA, through the National Marine Fisheries Service, has increased its emphasis on voluntary quality control by the industry, meeting standards laid down by NMFS.

Inventor's Lot To Be Subject Of Monterey Conference In June

Why the United States has dropped to seventh place among nations noted for a high level of inventiveness is one of the problems to be considered at a conference on "The Public Need and the Inventor" to be held in Monterey, Calif., June 11-14. The conference is sponsored by Commerce's National Bureau of Standards and the National Inventors Council.

"The whole country is handicapped because economic and social conditions discourage invention and innovation," says Jacob Rabinow, Acting Chief of the Bureau of Standards' Office of Invention and Innovation. "We need to reassure men and women of ideas that opportunity still beckons to the independents from whom may come revolutionary new inventions comparable in impact to the electric light bulb, space rocketry, xerography, the mercury dry cell and the transistor."

Participants in the Monterey conference include Dr. Betsy Ancker-Johnson, newly-appointed Assistant Secretary of Commerce for Science and Technology; Dr. Richard W. Roberts, Director of the National Bureau of Standards and formerly head of a General Electric research and development group.

Patents Of Special Interest

Recent patents issued by the U.S. Patent Office included:

Method and apparatus for delimbing a tree. A tree having limbs which are positioned between a pair of delimbing jaws pivotally mounted on a frame. The jaws have means for removing the limbs from the tree upon movement of the jaws relative to the tree. Vibrating means is also provided for vibrating the jaws which results in a cutting action as the jaws engage the limbs on the tree to sever the limbs. Drive means is provided to rotate the jaws into engagement with the tree trunk and maintain the jaws in engagement with the trunk with a force dependent on the diameter of the tree trunk. Patent 3,719,217 issued to William A. Bottoms, Kamloops, British Columbia, Canada, and assigned to Eaton Yale & Towne Canada Ltd., London, Ontario.

Folding auger for portable feed mill and mixer. An auger conveyer for portable feed mills and mixers, including a pair of cooperating longitudinally inner and outer tubular members each having a conveyor auger section extending longitudinally. The inner tubular member is pivotally mounted at one end for swinging movements relative to the mixer on a generally horizontal axis extending transversely to the conveyor. The outer tubular member is pivotally connected at one end to the other end of the inner tubular member on a hinge axis parallel to the axis alignment with the inner member, and an inoperative storage position in underlying generally parallel relation to the inner member. An elevating cable is disposed to move the outer member from its storage position to an operative position. Patent 3,719,268 issued to Earl A. Koehnen, Chaska, Minn., and assigned to Farmhand, Inc., Hopkins, Minn.

Overhead door operator release. A traveler for an overhead garage door operator with a linear power shuttle, a guide tract and an actuator arm for raising and lowering a door. The traveler is connected to the actuator arm and carried by the track for reciprocating movement. A biased latch connects the traveler to the power shuttle to open and close the door in normal operation, releases the traveler from the shuttle to facilitate manual opening and closing of the door, and automatically reconnects the traveler with the shuttle. Patent 3,722,-141 issued to Harold L. Miller, Detroit, Mich., and assigned to Vemco Products, Inc., Detroit, Mich.

Cutter bar for mower. An impact type cutter bar unit utilizing an endless belt type cutter assembly having cutters spaced along the same projecting laterally outward from the outer face of the belt for free impact engagement with agricultural material to be cut, the cutter assembly being supported and guided by pulleys and driven by a drive pulley connected to power means, and including a simple, rigid z-shaped main supporting bar providing elongated rigidity and upper and lower compartments in which the opposite elongated courses of the belt-type cutter assembly travel. The cutter bar unit also has vibration inducing mechanism in the form of unbalanced pulleys to aid in freeing the cutters of debris. Patent 3,722,195 issued to Joseph C. Hurlburt, Leola, Pa., and assigned to Sperry Rand Corporation, New Holland, Pa.

Abstracts and drawings of patents are published as they are issued in the *Patent Official Gazette* each Tuesday. More than 1,600 patents are issued each week. Trademarks are published in the *Trademark Official Gazette*. Copies of the *Patent Official Gazette* and the *Trademark Official Gazette* may be obtained from the Superintendent of Documents, GPO, Washington, D.C., 20402.

Science Calendar

June 5-6-7—Montreal — Sheraton-Mt. Royal Hotel. "Pollution Control in the Marine Industries" conference. Sponsored by International Association for Pollution Control, Suite 303, 4733 Bethesda Ave., N.W., Washington, D.C., 20014.

June 8-10—Redwood Falls, Minn.—Minnesota Inventors Congress. Information: Minnesota Inventors Congress, P.O. Box 71, Redwood Falls, Minn., 56283.

June 11-14—Monterey, Calif.—Holiday Inn. Conference on the public need and the role of the inventor. Sponsored by National Bureau of Standards.

June 11-15 — Milwaukee, Wis. — Marriott Motor Inn. Managing for Quality. Sponsored by the American Society for Quality Control.

June 19-20 — Gaithersburg, Md. — National Bureau of Standards. Symposium on the Simulation of Computer Systems. Sponsored by NBS and others.

July 17-19 — Seattle, Wash. — Conference on "The Oceans and National Economic Development." Sponsored by National Oceanic and Atmospheric Administration.

July 22-27—Minneapolis, Minn.—National Conference on Weights and Measures. Radisson Hotel. Sponsored by National Bureau of Standards. Contact: Executive Secretary, NBS, Washington, D.C. 20234.

August 14-16—Gaithersburg, Md.—National Bureau of Standards. Defects & Defect Clusters in B.C.C. Metals and their Alloys. Sponsored by American Institute of Metallurgical Engineers and NBS.

INTERNATIONAL COMMERCE REPORT

- New multinational corporation study
- Report of anti-pollution equipment mission to Far East
- Washington Official Trade Briefs
- Revised Japanese investment regulations
- Economic trends in Denmark, Indonesia, Botswana, Israel
- Investment, trade leads from around the world

Trade Bill Flexibility Noted In Hearings

Need for flexible Presidential authority to work for a more open and equitable world trading system was emphasized by Federal Government leaders as Congressional hearings began this month on trade legislation.

In the first three days of hearings by the House Ways and Means Committee, White House and Cabinet officers testified in support of the Administration's Trade Reform Act of 1973. Then the Committee began hearing the views of the business community, labor, agriculture, consumer groups and other public representatives (see Official Trade Briefs, page 33, for list).

Summarizing the general thrust of the Administration-backed H.R. 6767, Secretary of Commerce Frederick B. Dent said it would give the President the power "to act from a position of strength in the hard bargaining of international trade negotiations." He said further that it is "specifically designed to underpin our efforts to insure that American exporters are given full and fair opportunity to compete in the constantly growing overseas market. At the same time, the bill will provide more flexibility and better safeguards at home with which to handle the injurious effects of sudden import surges."

The question of consultation—mainly that between the Executive and Legislative branches—was a key point for discussion among the witnesses and the Committee members. Additionally, Secretary Dent raised the related matter of consultation between the Government and private citizens, and explained how the proposed legislation would insure that the views of the private sector are heard in trade negotiations.

"During the Kennedy Round negotiations," Secretary Dent related, "industry representatives felt with good reason that they were not brought into the picture soon enough and were given little opportunity to make any real input into the negotiating process. We propose to initiate immediately a program of consultations with industry, conducted jointly by the White House Office of the Special Trade Representative and Commerce.

"I believe you will agree, however, that we cannot have meaningful discussions of our negotiating objectives, strategy and specific product interests with representatives of industry if they must be conducted in a fish bowl during the bargaining process. This is why we have included a provision in the bill exempting selected industry, labor and agricultural groups established for this purpose from

the requirements of the Federal Advisory Committee Act to hold open meetings and permit public participation."

On the tariff authority provisions in the bill, Secretary Dent said they are designed to give the President the negotiating leverage he needs to "secure a total package, including reduction of agricultural and nontariff trade barriers," and are necessary to "bring U.S. credibility to the bargaining table."

NTB provisions

On the currently highlighted matter of negotiating to reduce the impact of nontariff barriers—commonly called NTB's—Secretary Dent observed that "characteristics peculiar to NTB's dictate that more rapid movement [toward reductions] is feasible only in a broader context. There are few industrial NTB categories where solutions can be self-balancing and put into effect independently of concessions in other areas."

He commented: "There are no easy answers or simple solutions to the hard questions of how best to equip our representatives for negotiations in this complex field. Given the importance of meaningful progress on NTB's to our overall trade objectives, however, it is vital that our negotiators be supported by a clear mandate of the Legislative Branch and have at their disposal authority that will provide negotiating flexibility and bargaining leverage roughly equivalent to that of our trading partners."

Secretary Dent then described how the bill, through a range of procedures, gives the President needed negotiating authority while insuring continued close cooperation and consultation with Congress.

Turning to the import relief aspects of the proposed legislation, the Secretary called attention to its liberalization of requirements for "escape clause" assistance. Domestic industries that are injured by import competition can presently get relief in the form of various temporary "escape clause" duty or quota restrictions. The requirements are so stringent, however, that most applicants have found this relief inaccessible.

It is now proposed that more liberal standards on eligibility be adopted. Secretary Dent explained them: "First, the test which petitioners have most often failed to meet—to prove that import injury is linked to tariff concessions—will be eliminated.

"Second, 'primary cause' is substituted for 'major cause' with respect to the required causal relationship between increased imports and injury. 'Primary cause,' meaning the largest single cause, is a more reasonable and fairer test than 'major cause,' which has been interpreted as greater than all other factors combined.

"Third, new 'market disruption' criteria will simplify the burden of demonstrating that the increased imports in question are the primary cause of the injury. A finding of market disruption would constitute prima facie evidence that imports do constitute the primary cause of the claimed injury. Market disruption, in turn, is defined as occurring when imports are substantial, are rising rapidly both absolutely and in terms of total domestic consumption, and are offered at prices substantially below those of comparable domestic products."

On the bill's proposed extension of Most-Favored-Nation (MFN) tariff treatment to the countries of Eastern Europe, the Soviet Union and the People's Republic of China, Secretary Dent declared that this is a necessary step if the U.S. is to establish normal commercial relations with these nations. At present, he observed, imports from all the Socialist countries except Yugoslavia and Poland are subject to the high tariff rates of the 1930 Tariff Act.

Secretary Dent also noted that the bill provides that extension of MFN treatment be subject to Congressional veto. He pointed out that safeguards written into the MFN provisions include protection against disruption of domestic market, and tying the extension of such treatment to the settlement of outstanding financial, commercial and business facilitation issues.

New Study Finds Marketing Factors Exert Most Pull Abroad For Firms

Of top importance to U.S. companies making foreign investments are marketing considerations: the very existence of growing markets abroad, a faster sales growth overseas than in the U.S., the need to maintain a share of the market in a foreign country.

This conclusion emerges from a new study based on detailed interviews with the principal international executives of 76 major U.S. multinational corporations.

The Commerce Department has released the study as the second volume in its continuing series, "The Multinational Corporation: Studies on U.S. Foreign Investment." It was prepared for the Department by The Conference Board. The earlier volume, containing three studies, was published in March 1972.

The Conference Board study, subtitled "Why Industry Invests Abroad," found that business investment in fixed plant and equipment is undertaken for many reasons. Often these cannot be sharply distinguished from one another.

Closely allied to the marketing considerations already mentioned was the finding that investment overseas is made to protect a company from competitors. Underlying the concern over competition

was the feeling that such competition could not be met by exports from the U.S., because of transportation costs, tariff charges, or nontariff barriers. The workable alternative was to locate in the foreign country.

Overseas influences

For some, pressure was experienced from local governments to have products made locally. This pressure was exerted by the government generally to bolster the economy and to provide employment to its working force. At times this pressure extended to have the company not only manufacture in the foreign country but to export in order to help ease the foreign exchange problem that the country was facing.

A variant of this situation was experienced by companies manufacturing a product in the drug or pharmaceutical field or a product for which the government was a prime purchaser. In the first instance, requirements of labeling, of adherence to standards, and of inspection of production facilities made it mandatory for the company to have manufacturing facilities in the country. In the other case, the government, as a major consumer, specifically favored local producers. Bids for jobs by companies without a local presence would automatically receive a low priority.

In still other instances, the need for a local presence was found in industries where the nature of the product and service required that they be close at hand. In other lines, such as computers, not only must the computer and its equipment be installed, but there is a continuing problem of insuring that it is maintained in operating condition. The growing importance of software also makes it imperative that the user be supplied with the necessary programs and technical advice to insure that he derives the greatest benefit from the installed equipment.

In still other industries, such as suppliers to building contractors, there is a need for a local presence in order to continue finishing and maintenance operations on parts and components that go into the construction of buildings.

For some companies, the need to obtain a source of raw materials was an important factor prodding them to establish production facilities abroad. The petroleum companies in this survey went abroad almost solely for this reason. To a large extent, this was also true of the primary metal industries.

Lower wage costs abroad were mentioned by a moderate number of companies as playing a part in the overall process of considering foreign investment. Almost invariably, though, it was regarded by business executives as not being decisive. Greater importance almost without exception was attached to some other reason for investment.

Role of profits

Profits or the hope of profits was offered by a moderate number of companies as being a reason of importance in investing overseas. Very frequently the point was made that foreign investments are regarded as more risky than domestic ones; consequently, it was necessary to have foreign projects earn a higher rate of return before investment would be made overseas. It appears that higher margins (net income to net sales) was not a factor inducing business to go abroad in this period. Such margins as well as profitability (net income to net worth) were actually higher in the United States in 1966 for the reporting companies in general. By 1970, the situation was reversed with margins and profitability higher abroad, according to the financial data supplied by the respondents.

Only three companies said that they went abroad in order to export to the United States. These companies maintained that they were unable to hold on to markets in the United States because of the growing competition that they were facing from foreign manufacturers exporting to this country. They had to move overseas to make components or finished products in order to export to the United States and thereby hold on to the markets they previously served from this country. Had they not made this move, they would have lost the market entirely to foreign competitors.

The study is for sale by the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402. The price is $1 postpaid domestic or 75 cents at G.P.O. Bookstores. The earlier publication, "The Multinational Corporation, Studies on U.S. Foreign Investment, Volume 1," is available at $1.75 either way.

Payments Balances Have Deep Deficits

Preliminary data show the U.S. official reserve transactions balance in deficit by $10.2 billion in the first quarter, according to Commerce Department's Bureau of Economic Analysis. The deficit was $8.6 billion larger than the fourth quarter deficit of $1.6 billion.

The net liquidity balance was in deficit by an estimated $6.8 billion in the first quarter, a $2.7 billion deterioration from the fourth quarter deficit of $4.1 billion.

The large deficits and the adverse shifts in both balances were closely linked to very large capital outflows, mostly associated with two periods of exchange market uncertainties.

The first followed the creation of a two-tier system for the Italian lira and the subsequent floating of the Swiss franc near the end of January, and led to the 10 percent devaluation of the dollar on Feb. 12.

The second erupted at the end of February, and led to a closing of official exchange markets in most major countries from March 2 until March 19. At that time, an addi-

tional 3 percent revaluation of the German mark and a joint float against other currencies, including the dollar, of six of the nine Common Market countries became effective amid a proliferation of controls on incoming capital. A number of leading currencies—including the pound sterling and the Japanese yen—floated against all other currencies.

Japan Law Gives Inventors Alternate Protection Device

Japanese industrial property rights laws enable persons whose inventions may not necessarily qualify for patent registrations to obtain lesser forms of protection as utility model rights. Utility model rights resemble "petty patents" obtainable in several European countries, notably Germany. U.S. businessmen may wish to consider applying for utility model rights should patent protection not be deemed possible.

A device that can be used industrially and that relates to shape, construction, or assemblage of an article may be registered as a utility model. Registrations cannot be obtained for such devices if they have been known or worked in Japan, or have been described in a printed publication which has been circulated in Japan or abroad prior to the registration application, or if the device could be made by a person having an "ordinary knowledge" in the technical field to which the device belongs. Application, examination, opposition, and appeal procedures are comparable to those of the Patent Law. The effective period of a patent right is fifteen years, while a utility model covers ten years.

Further details on Japanese legislation pertaining to utility model, patent and other industrial property rights protection are contained in a Bureau of International Commerce Overseas Business Report on "Patents, Trademarks and Licensing in Japan" (OBR 73-04), February, 1973.

Updated Share Data On 22 Key Export Markets Available

The first 22 of the latest series of five-year Market Share Reports, updated through 1971, for major U.S. export markets are now available. The 22 single-country titles include most European countries as well as Japan and Canada.

Published by the Commerce Department annually, the series now has reached the period 1967-71. In addition to those already published, 52 country reports and more than 1,100 commodity reports are to follow shortly.

Each of the 74 individual country reports provides information for 1,127 manufactured products with respect to the dollar value of imports from the world, the United States, and the top eight competitors.

Each commodity report shows the dollar value of exports for a particular product to 90 countries from 14 major suppliers as a group and from the United States and eight suppliers separately.

Data are presented in a manner which permits maximum ease for their use in market research by present and potential exporters interested in trade performance aspects such as:

- U.S. competitiveness in individual foreign markets;
- Company standing in comparison with other domestic suppliers in a given product area;
- Study of trends in product demand;
- Investigation of market potentials for increased sales of finished manufactures, components, and parts.

For a free catalog of the latest series of the Market Share Reports, write: National Technical Information Service, U.S. Department of Commerce, Springfield, Va. 22151. Country reports are $3 each; commodity reports, $3 for 1 to 5 copies. The country reports now available are listed below, along with their corresponding identification (COM) order numbers.

Australia, COM-73-10010-5003; Austria, COM-73-10010-5004; Belgium-Luxembourg, COM-73-10010-5005; Canada, COM-73-10010-5009; Denmark, COM-73-10010-5014; Finland, COM-73-10010-5019; France, COM-73-10010-5020; Germany, COM-73-10010-5021; Greece, COM-73-10010-5023; Ireland, COM-73-10010-5030; Israel, COM-73-10010-5031; Italy, COM-73-10010-5032; Japan, COM-73-10010-5035; Netherlands, COM-73-10010-5045; New Zealand, COM-73-10010-5046; Norway, COM-73-10010-5049; Portugal, COM-73-10010-5054; Spain, COM-73-10010-5058; Sweden, COM-73-10010-5059; Switzerland, COM-73-10010-5060; Thailand, COM-73-10010-5063; Yugoslavia, COM-73-10010-5072.

Inter-American Bank Nears Billion Plateau

The Inter-American Development Bank has reported that its 1972 lending total of $807 million, its highest ever, represents a broad advance toward its planned "lending plateau of about $1 billion yearly over the next few years." This compares with its recent $600 million yearly lending average.

The Bank, at its 14th annual board meeting this month in Kingston, Jamaica, noted that its cumulative net lending total stood at $5,441 million at the end of 1972. It emphasized that this represents only a minor portion of the total Latin American investment effort.

The report added: "Overall, Latin America has provided approximately 89 percent of its own investment thrust, with the remaining 11 percent coming from the international financial community and bilateral sources."

A major highlight was the entry of Canada into the Bank as a full member on May 3, 1972, and continued progress in the Bank's efforts to attract other countries, including Japan and Germany.

VISITING PLANTS IN SINGAPORE—*During a guided tour of the Jurong Industrial Park, U.S. pollution control mission engineers paused for pictures. Leaving the iron and steel works, in first photo above, were (left to right): Andrew Tan of the steel mill; mission member Edwin Finster and director Michael Donohue; Evelyn Tan Kiew Choo of the Industrial Park; mission member Robert Anderson. In second photo, the group is about to be conducted through the power station.*

Growing Pollution In Far East Areas Sharpens Interest In U.S. Equipment

Increasing industrialization in Taiwan, Thailand, and Singapore is leading to a growing awareness there of environmental problems—awareness among both Government and business leaders of the need for special equipment and processes to fight pollution.

For a closer look at resulting sales opportunities, eight U.S. firms offering pollution control products and services donned hard hats this spring and headed for industrial centers around Taipei, Kaohsiung, Bangkok, and Singapore.

U.S. firms, for some time at work on environmental problems at home, are widely considered in a leadership position as specialists in pollution control equipment and services, the mission pointed out. "In all three countries," said Jerry Rex, Global-Rex Co., Indianapolis, "businessmen showed exceptional interest in our products. They recognize that we offer special techniques based on wide experience."

The eight-company group talked with Government and firm executives and officials of trade ministries, conducted some 200 individual interviews with potential buyers, presented papers at well-attended seminars, toured several plants and port facilities.

Remedies sought

In the areas visited, emissions from power plants, coke ovens, steel works, aluminum works, and automobiles are of growing concern, and call for protective ordinances, analyses, and remedies. Sewage treatment has long been a problem. Sewer construction is sometimes complicated by terrain, and one of the deterrents has been the cost of installing collection systems.

"We found a full awareness of the need to control pollution, and a propensity for discussing what our firms might contribute," observed Mission Director M. A. Donohue of the U.S. Department of Commerce. "Some sales were made on the spot, with even larger potential anticipated in the next 12 months."

Broad scope in Taiwan

Among the fastest growing industrial bases in the Far East, the areas of Taipei and Kaohsiung have environmental problems with both air and water, said Donohue. There Dr. W. O. Teeters, mission member from Hoke International, Cresskill, N.J., found a potential market for his sophisticated control instruments.

Engineering service firms toured the harbors at Taipei and Kaohsiung. With ever-increasing ship traffic, plans for expansion of the docking areas are being tied in with environmental considerations. Robert Anderson of Stanley Consultants, Washington, D.C., noted: "Taiwan has the largest ship scrapping complex in the world. Planners realize the need to improve their harbors and at the same time maintain the cleanliness of the city water."

The mission members met with

PRIVATE CONSULTATIONS—*After mission members' presentations about their products and services, interested businessmen in Kaohsiung stayed on for individual interviews concerning their pollution problems and possible solutions.*

Tjingling Yen, chairman of the largest automobile manufacturing company in Taiwan. They discussed with some 50 prominent businessmen a whole gamut of pollution challenges and remedies. Strong sales competition from the Japanese, somewhat less from the Europeans, was noted.

Challenge in Thailand

The group found in Thailand the same receptivity as in Taiwan. Conducting a three-day seminar, the members presented papers on various aspects of the pollution spread, and the expertise offered by the firms represented. The most immediate challenge in Bangkok, said Donohue, "lies in improving the quality of the water supply—because the klong system (local waterway network) is such a vital factor in the city's personal and commercial life style." The U.S. suppliers believe they can sell there, and plan to return on their own, he said. Competition? Again, Japanese—but there is a preference for U.S. goods.

Singapore's size a factor

Mission members saw in Singapore a small, developing country that has made dramatic strides in industrial expansion. Its very tight geographical limits, however, aggravate its pollution problems, said Donohue, and the Government is emphasizing solutions. The Environmental Ministry pointed out that to protect the busy harbor so vital in the country's commercial future, pollution from the growing industries that discharge waste into the Singapore waters must be diminished.

The mission had an official tour of the Jarong Industrial Park where expansion is visible everywhere. The members sensed that the local business community realizes the need to incorporate pollution control devices into expansion plans. As in Taiwan, they concluded, advanced and expensive equipment can be sold. British firms appeared more active than in the other countries.

Of the eight firms represented, four were new to the market. Participants in addition to those already mentioned were: Richard L. Cisco, Parker-Hannifin Corp., Irvine, Calif.; Edwin H. Finster, Boyle Engineering Corp., Ventura, Calif.; Jerry J. Granpre, Anglo American Aviation Co., Tokyo; Henry Klehn and David C. Liu, Dames & Moore, Los Angeles; and Josef Pausch, General Resource Corp., Hopkins, Minn.

Export Credit Now Exempt From Curbs By Investment Unit

New regulations exempting export credit from the controls of the Foreign Direct Investment Program have been announced by the Commerce Department, which administers the program.

Under the new exemption, all credits repaid on normal commercial terms with respect to U.S. goods and services will be free of program restraint or charge. The exemption includes exports in the form of leases and long-term installment sales, and is retroactive to Jan. 1, 1973.

Secretary of Commerce Frederick B. Dent observed that this measure supports the Nixon Administration's policy of expanding exports of goods and services from the United States.

The new exemption in the regulations is available automatically to all direct investors. In past years, by contrast, relief with respect to increases in export credit was available only upon application. The new regulations dispense with the former rule limiting relief by the amount of annual increases in exports to foreign affiliates.

May avoid charge

Under the new regulations, a direct investor's extension of export credit to its foreign affiliate with respect to U.S. goods or services will not be subject to program charge, unless and until the affiliate does not make payment within a time period ordinarily anticipated by normal commercial terms. Consequently, any direct investor that causes its foreign affiliates to pay for all exports within such normal period will entirely avoid program charge in connection with its export activities.

Direct investors are offered the option of computing their compliance under the regulations previously applicable to export credit.

Washington's

Official Trade Briefs

This article is another in a series of reports outlining actions by domestic, foreign, or international agencies affecting world trade, as compiled by the Legislative and Tariff Policy Division of the Bureau of International Commerce's Office of International Trade Policy.

THE PRESIDENT

Presidential Proclamation — Oil Imports: On April 18, President Nixon issued a modification to Proclamation 3279 relating to imports of petroleum and petroleum products. Following a recommendation by the Chairman of the Oil Policy Committee, the President suspended tariffs on imports of these products and shifted to a system of fees and licenses.

Presidential Proclamations — Cheese and Nonfat Dry Milk Imports: President Nixon has issued two proclamations pursuant to section 22 of the Agricultural Adjustment Act, as amended, increasing for temporary periods the amounts of cheese and nonfat dry milk which may be imported into the United States. On April 25, the President announced an increase in the quantities of cheese which may be imported, equivalent to 50 percent of the total annual quota quantities now in effect, for a period ending July 31, 1973. This announcement was made following a finding by the Tariff Commission that the increase would not adversely affect the milk price support program of the U.S. Department of Agriculture, nor would it reduce substantially the amount of products processed in the United States from domestic milk.

On May 10, President Nixon issued a second proclamation authorizing an additional import quota quantity of 60 million pounds of nonfat dry milk through June 30, 1973. This quantity may be imported above the normal quota level and in addition to the 25 million pound increase authorized by the President last Dec. 30. The current action followed a determination by the Secretary of Agriculture that existing conditions with respect to nonfat dry milk required emergency treatment and will continue pending Presidential action upon receipt of a Tariff Commission report.

Presidential Message — Coffee Agreement: On April 9, President Nixon transmitted to the Congress the annual report on the operations of the International Coffee Agreement in 1972. The report was referred in the House to the Committee on Ways and Means, and in the Senate to the Committee on Foreign Relations.

CONGRESS

Committee Action: On May 9, the House Committee on Ways and Means began hearings on H.R. 6767, the Trade Reform Act of 1973 proposed by the Administration. On the first three days, the Committee heard testimony from the following officials: George P. Shultz, Secretary of the Treasury; William P. Rogers, Secretary of State; Peter M. Flanigan, Executive Director, Council on International Economic Policy; William D. Eberle, Special Representative for Trade Negotiations; Frederick W. Hickman, Treasury Assistant Secretary for Tax Policy; Earl L. Butz, Secretary of Agriculture; Frederick B. Dent, Secretary of Commerce; Peter J. Brennan, Secretary of Labor; Henry Kearns, President and Chairman, Export-Import Bank; Carroll G. Brunthaver, Agriculture Assistant Secretary for International Affairs and Commodity Programs; John J. Malloy, Deputy Assistant Secretary of Defense for Procurement; and Stephen A. Wakefield, Assistant Secretary of Interior for Energy and Materials. (See story, Page 27.)

The following week the Committee continued hearings, with testimony from public witnesses. May 14: Orville L. Freeman, former Secretary of Agriculture; Donald M. Kendall, Gilbert E. Jones and T. A. Wilson for the Emergency Committee for American Trade; Kurt Orban, American Importers Association; Charles P. Taft and David J. Steinberg, Committee for a National Trade Policy; Philip O. Geier and James A. Gray, National Machine Tool Builders Association; Karl G. Harr, Jr., Aerospace Industries Association of America; Timothy W. Stanley, International Economic Policy Association; Robert L. Roper, International Executives Association; Clifford B. O'Hara, American Association of Port Authorities, and North Atlantic Ports Association; and Richard J. Wood, International Trade Club of Chicago.

May 15: Leonard Woodcock, United Automobile Workers; O. R. Strackbein, Nation-Wide Committee on Import-Export Policy; Ian K. MacGregor, United States Council of the International Chamber of Commerce; Lee L. Morgan, Caterpillar Tractor Co.; Nelson A. Stitt, United States-Japan Trade Council; Jesse K. Taylor and Maurice L. Mosier, National Constructors Association; James W. Johnson, Greater Minneapolis Chamber of Commerce and on behalf of Minnesota World Trade Association; Samuel E. MacArthur, Greater Detroit Chamber of Commerce; and Robert T. Cole.

May 16: Arthur E. Bayliss, National Committee on International Trade Documentation; panel of Allen R. Ferguson, Dr. Hendrik Houthakker, Dr. Robert Z. Aliber, and Dr. Lloyd C. Atkinson, Public Interest Economics Center; joint appearance, Professor Walter Adams, Michigan State University,

and Professor Joel B. Dirlam, University of Rhode Island; Professor Malcolm D. Bale, University of Wisconsin; Andrew L. Gray; John A. Dlouhy; and Charles H. Taquey.

May 17: I. W. Abel, Chairman, Economic Policy Committee, American Federation of Labor-Congress of Industrial Organizations; Marron Kendrick, on behalf of Builders Hardware Manufacturers Association; Donald P. Haggerty, National Conference of Motion Picture and Television Unions; Doreen Brown, Consumer Education Council on World Trade; H. William Tanaka; Noel Hemmendinger; and Sherman E. Katz.

May 18: Daniel L. Goldy, Peter Buck Feller, and Joseph Tansill, Chamber of Commerce of the United States; Paul Jennings, AFL-CIO; William J. Kuhfuss, American Farm Bureau Federation; joint presentation by William Bywater and George Collins of the International Union of Electrical, Radio and Machine Workers, Ben Sharman of the International Association of Machinists, and Anthony P. Bellissimo of the International Brotherhood of Electrical Workers; Mitchell J. Cooper, Rubber Manufacturers Association, Footwear Division; panel of James P. Grant, Charles F. Frank, Jr., and Guy F. Erb, on behalf of the Overseas Development Council.

Later testimony will be reported in the next Trade Briefs column.

Other committees which have held hearings related to trade matters are: Subcommittee on International Trade of the House Committee on Banking and Currency, on the Annual Report of the Council on International Economic Policy (CIEP); Subcommittee on International Finance of the Senate Committee on Banking, Housing and Urban Affairs, on S. 1636, to make the CIEP a permanent part of the Executive Office of the President; Subcommittee on Foreign Agricultural Policy of the Senate Committee on Agriculture and Forestry, to review trade policies and matters to be included in talks which will be held later this year under the auspices of the General Agreement on Tariffs and Trade.

On May 16, the Senate Committee on Banking, Housing and Urban Affairs ordered favorably reported: S. 1033, limiting for three years the volume of U.S. log and lumber exports, amended; and S. 1636 with an amendment proposing Senate confirmation of the Director. The Subcommittee on Commerce and Finance of the House Committee on Interstate and Foreign Commerce approved for full committee action H.R. 5356 amended, Toxic Substances Control Act of 1973, in an April 10 action.

In other activity, Senator Abraham A. Ribicoff of Connecticut on May 9 released the second of a series of Executive Branch studies on the General Agreement on Tariffs and Trade. The current study deals with international rules governing unfair trade practices and points to the dangers and difficulties of negotiating non-tariff barriers which are deeply embodied in the domestic laws of member states.

New Legislation: Since the opening of the 93rd Congress, some 267 trade and related bills have been introduced. Legislation not previously reported includes: S. 1455, to increase the duty on rubber filament; S. 1483, to amend the Export Trade Act; S. 1484, to increase the recognition in Federal decision making of international economic policy considerations; S. 1485, to establish an International Commerce Service within the Department of Commerce; S. 1486, to authorize the Secretary of Commerce to engage in certain export expansion activities; S. 1586, to create a system of strategic petroleum reserves in the Department of the Interior and to limit imports of oil and natural gas to levels, sources and forms that are consistent with national security, public safety and welfare.

Also, S. 1636, to amend the International Economic Policy Act of 1972; S. 1761, to foster fuller U.S. participation in international trade by the promotion and support of representation of U.S. interests in international voluntary standards activities; S. 1774, to amend the Federal Trade Commission Act and the Export Trade Act to deal with unfair competition in imports, and to provide for clarification of law, for prior FTC clearance of export trade associations; H.R. 4692, to provide for orderly trade in textile articles and articles of leather footwear; H.R. 4875, to suspend until Dec. 31, 1973, the duty on cyclohexanone oxime; H.R. 6437, to provide for an adequate supply of lead and zinc for U.S. consumption from domestic and foreign sources; H.R. 6522, to establish a Trade Adjustment Assistance Administration and to establish a comprehensive program of trade adjustment assistance.

Also, H.R. 6642, to suspend the duties until Dec. 31, 1976, on certain bicycle parts and accessories; H.R. 6676, relating to the dutiable status of manganese ore, including ferruginous manganese ore, and manganiferous iron ore; H.R. 6887, to suspend until Dec. 31, 1975, the duties on certain insecticides; H.R. 6889, to promote the development of an open, nondiscriminatory, and fair world economic system, to stimulate U.S. economic growth, and to provide the President with additional negotiating authority therefor; H.R. 7460, to require that a percentage of U.S. imports be carried on U.S. flag vessels; H.R. 7691, to suspend for a 4-year period the duty on certain olives imported in bulk; and H.R. 7779, to make permanent the existing suspension of duties on certain classifications of yarns of silk.

TARIFF COMMISSION

Annual Report—Certain Ceramic Tableware: On May 1, the Tariff Commission sent the President its first annual report on recent developments in the trade of certain ceramic tableware (earthen table and kitchen articles). The Commission's report indicated that both

domestic shipments and imports of earthen table and kitchen articles increased in 1972 over 1971. Shipments of such articles by domestic producers were increased by 8 percent in 1972, and imports were increased by 18 percent. Imports of earthen table and kitchen articles supplied 57 percent of apparent U.S. consumption of such articles in 1972 compared with 55 percent in 1971. The Commission's report was submitted in accordance with section 351(d)(1) of the Trade Expansion Act of 1962, which requires annual reports on trade developments in industries for which import restrictions are in effect. Escape clause duty rates for these articles, which were established May 1, 1972, will remain in effect for a total of four years, unless reduced or terminated sooner by the President.

Annual Report — Broom Consumption: As required by Executive Order 11377, the Tariff Commission recently reported to the President its judgment as to U.S. consumption of brooms made of broom corn in 1972. The Commission's report indicates that consumption of corn whiskbrooms increased to 486,238 dozen (from 382,331 dozen in 1971) while consumption of other corn brooms declined to 2,649,368 dozen (from 2,772,403 dozen). The report, the sixth in a series of annual reports, provides the data necessary for the President to determine if domestic consumption of corn brooms has changed substantially since 1965.

Investigations—Cheese and Nonfat Dry Milk: On April 26, the Tariff Commission announced the results of an investigation undertaken at the request of President Nixon with respect to import quotas of certain cheeses and substitutes for cheese. The Commission reported to the President that current annual import quotas of these items can be increased by 50 percent for a temporary period ending July 31, 1973, without adversely affecting the milk price-support program of the U.S. Department of Agriculture (USDA). On May 14, the Commission opened an investigation at the request of the President to determine whether 60 million pounds of nonfat dry milk may be imported into the United States for a temporary period ending June 30, 1973, without affecting the USDA milk price-support program. (See "Presidential Proclamations.")

Asparagus Study: The Tariff Commission has released a report on the conditions of competition between domestic and foreign asparagus. The report was prepared in response to a request from the Committee on Ways and Means of the House of Representatives, pursuant to section 332 of the Tariff Act of 1930, as amended. The Commission indicated that the principal problems of the U.S. asparagus industry are declining per capita consumption, loss of export markets, rapidly expanding imports (although still at a relatively low level), and the likelihood of continued expansion of imports.

Adjustment Assistance—Firms: The Commission has opened two new investigations on behalf of companies alleging injury due to increased imports. Petitions have been filed by I. Jablow & Co., Inc., Philadelphia **(boys' and infants' wear)**, and its former workers, and Regina Footwear, Inc., Brooklyn **(footwear for women)**. In other action, the Commission has announced its decision that the Gold Star Hat & Cap Co., Inc., New York **(non-knit cotton headwear)** and its employees do not meet the requirements of the Trade Expansion Act of 1962 to apply for adjustment assistance.

Adjustment Assistance—Workers: The Tariff Commission has concluded nine investigations on behalf of worker groups alleging import injury. It was found that the criteria establishing eligibility for adjustment assistance were not met in the following cases: Dayton, O. plant of Harris-Intertype Corp. **(industrial paper cutters and sheet-fed offset presses)**; Monessen, Pa., plant of Wheeling-Pittsburgh Steel Corp. **(wire rods and round wire)**; Monessen, Pa., plant of the Page Steel & Wire Co. Division, American Chain and Cable Co. **(flat, round, and shaped wire)**; Passaic, N.J., plant of Uniroyal, Inc. **(hose, belting and belts for machinery, and rubber sheeting)**; Shapiro Brothers Shoe Co. Inc., Auburn, Me. **(footwear for women)**; Troy District Shirt Co., Cohoes, N.Y., division of Genesco, Inc. **(men's dress shirts)**; Gold Star Hat & Cap Co., Inc., New York **(non-knit cotton headwear)**; and the Freeport, Me., plant of Kayser-Roth Corp. **(footwear for men and women)**. The vote of the Commission was evenly divided on the eligibility of former workers of Johnson Shoes, Inc., Manchester, N.H. **(footwear for women)**, to apply for adjustment assistance. In the case of an evenly divided decision, the President may consider the finding of either group as that of the Commission. Finally, as a result of a positive determination, workers of H. H. Scott, Inc., Maynard, Mass. **(loudspeakers, amplifiers, solid-state radio receivers, and radio-phonograph combinations)** are now eligible to apply to the Secretary of Labor for adjustment assistance.

Section 337 (Unfair Import Competition) Cases: The Tariff Commission recently initiated two preliminary inquiries into patent infringement and other questions raised in complaints filed by firms alleging unfair methods of competition and unfair acts in the importation and sale of their products. Those filing complaints are: Pfizer Inc., New York City **(doxycycline)**; and Grigsby Barton, Inc., Rolling Meadows, Ill. **(dual in-line reed relays)**. The Commission will determine if the grounds exist for full investigations, and if so whether the Commission should recommend that the President issue temporary exclusion orders.

Dumping Cases: The Tariff Com-

mission has concluded three investigations of articles previously determined by the Treasury Department to be sold at less-than-fair value (LTFV). The Commission determined that U.S. industries are sustaining injury by reason of LTFV imports of **stainless steel plate** from Sweden and **synthetic methionine** from Japan. As a result of the Commission's findings, these imports will be subject to special dumping duties. In the third case, the Commission notified the Secretary of the Treasury that U.S. industry is not being injured as a result of LTFV imports of **impression fabric of manmade fiber** from Japan. In other activity, the Commission opened investigations to determine injury in connection with **printed vinyl film** from Argentina and Brazil and **stainless steel wire rods** from France.

OTHER AGENCIES

Treasury—Dumping Cases: The Treasury Department has issued formal dumping findings with respect to **roller chain, other than bicycle** from Japan. This is the final administrative requirement in antidumping investigations. Previously, Treasury found that the product in question was being sold in the United States at less-than-fair value (LTFV). The case was then referred to the Tariff Commission which determined that an industry in the United States was being injured by reason of the LTFV sales. As a result, all LTFV imports of roller chain, other than bicycle, from Japan, will be subject to special dumping duties.

Since the last Trade Briefs column (*Commerce Today*, April 16), Treasury has withheld appraisement on three articles: **cold rolled stainless steel sheet and strip** from France, **elemental sulphur** from Canada, and **papermaking machinery** from Sweden. Under provisions of the Antidumping Act of 1921, the Secretary of the Treasury is required to withhold appraisement whenever he has reason to believe or suspect the existence of sales at LTFV. The Department also has announced that two investigations of alleged LTFV sales involving **high speed tool steel** from Sweden and **electronic ceramic packages** from Japan have been discontinued (final actions).

In other activity, Treasury issued a final negative determination with regard to **zippers** from Japan, stating that they are not being, nor are they likely to be, sold at LTFV. Tentative negative determinations have been issued for **surgical rubber gloves** from Austria and **papermaking machinery** from Finland. Additionally, Treasury has announced affirmative findings of LTFV sales in investigations of **stainless steel wire rods** from France, **ceramic glazed wall tile** from the Philippines, and **printed vinyl film** from Argentina. These cases have been referred to the Tariff Commission for determination as to whether U.S. industries are sustaining injury from the LTFV sales.

New investigations to determine if sales at LTFV are occurring have been intiated with respect to the following articles: **racing plates (aluminum horseshoes)** from Canada, **upholstery spring wire of coiling and knotting quality** from Japan, and **picker sticks for textile weaving machines** from Mexico.

OPIC Agreements: The Overseas Private Investment Corporation (OPIC), which provides insurance and finance services for U.S. private enterprise in developing countries, on April 28 signed a bilateral agreement authorizing its programs to cover projects in Romania. A similar agreement was signed in January with Yugoslavia. In March 1972 President Nixon and Congress authorized OPIC to extend its operations to these two countries. Under provisions of its 1967 charter, OPIC is charged with the responsibility for mobilizing and facilitating "the participation of U.S. private capital and skills in the economic and social progress of less developed friendly countries and areas, thereby complementing the development assistance objectives of the United States."

Commerce — Adjustment Assistance: The Department of Commerce has announced that three firms have been certified eligible to apply for adjustment assistance as provided by the Trade Expansion Act of 1962. The following companies now may submit adjustment proposals: Dover Shoe Manufacturing Co., a Somersworth, N.H., producer of **women's dress and casual shoes**; Arkwright Mills, Inc., Spartanburg, S.C., producer of **woven fabrics of cotton and of manmade fibers**; and Bernie Shoe Co., Haverhill, Mass., producer of **women's casual shoes.** The firms, alleging serious injury from imports, had applied to the Tariff Commission for a determination of eligibility to apply for adjustment assistance. The determination following the Dover Shoe investigation was affirmative. In the cases of Arkwright and Bernie Shoe, the votes of the Commissioners were evenly divided; President Nixon decided to accept as the finding of the Commission the determination that injury in each case was caused by increased imports resulting from past U.S. trade concessions.

Labor—Adjustment Assistance: Approximately 1,200 former workers from five locations have been certified by the Labor Department as eligible to apply for trade adjustment assistance. The Department of Labor certifications follow Tariff Commission reports to the President that these workers became unemployed or underemployed because of increased imports, resulting in major part from trade agreement concessions. Certifications have been granted in the following cases: Milroy, Pa. plant of Fisher Electronics, Inc. **(radios and radio-phonographs)**; Dubois, Pa. plant of Airco, Inc. **(electronic components)**; Arkwright Mills, Inc., Spartanburg, S.C. **(woven fabrics)**; Bernie Shoe Co., Haverhill, Mass. **(footwear for women)**; and the Dover Shoe Mfg. Co., Somersworth, N.H. **(footwear for women).**

Trade Fairs, Centers

U.S. Exhibitors Are Sought For Italian, Yugoslav Shows

U.S. producers of electronics and other advanced technology items as well as fluid power components are invited to display their products at three Commerce-sponsored exhibits abroad.

Electronics: Yugoslavia. Companies seeking representation and an opportunity to demonstrate their products in Yugoslavia are offered an excellent vehicle in the Commerce-sponsored U.S. pavilion at the Ljubljana Electronics Fair, Oct. 9-13. The Yugoslav electronics market was estimated at $280 million in 1971, and growing at 27 percent a year.

Five categories of equipment will be displayed at the U.S. exhibit: computers and accessories, electronic components, communications equipment, business systems, and test and measuring equipment. Local production of these items is either negligible or non-existent, and U.S. suppliers are felt to have a technological edge in most areas, although competition is strong.

There is no state trading as in Eastern Europe. Market forces are a major guide and enterprises have a great deal of independence. Even local banks operate on a profit basis and set their own interest rates. The Yugoslav Government recently has taken further specific steps to steer the country closer to a free market economy. Yugoslavia is open to foreign investments (subject to a maximum 49 percent foreign ownership) and 72 joint ventures have been set up since 1967.

A national drive to modernize the economy and increase the competitiveness of exports is underway. The best opportunities for increasing U.S. exports to Yugoslavia lie in areas that contribute directly to this goal.

For details, contact Beryl Cohen at 202-967-4508, or write her at DIBA-228, U.S. Department of Commerce, Washington, D.C. 20230.

Advanced technology equipment: Italy. The resurgence of the Italian economy in 1973 and the expected continued economic growth in 1974 will generate increased expansion in the field of research and development. U.S. companies have always captured a high share of the Italian market for advanced instrumentation and equipment, and the U.S. Trade Center in Milan has scheduled a Nov. 6-10 exhibit to help them maintain that record.

Products to be included in this exhibition cover the following Standard Industrial Classification numbers: 35671—Thermal measurement equipment; 36626—Laser equipment & systems; 36749—Light sensitive devices; 38112—Laboratory and scientific instruments; 38213—Temperature instruments, and 38311—Optical instruments.

Although the United States has an undisputed lead in the field of lasers and electro-optics in Italy, advanced products need much exposure in the Italian market. Italian researchers repeatedly stress the need for exposure to the latest laser and electro-optical systems.

In the field of advanced thermal measurement equipment, the United States has captured 75 percent of the Italian import market because of the technological superiority and the top quality of U.S. products. Regardless of price, U.S. equipment is desired when reliability, endurance and precision are required.

For details, contact Robert B. Wallace at DIBA-228, U.S. Department of Commerce, Washington, D.C. 20230, or call 202-967-3822.

Fluid Power Components: Italy. The U.S. Trade Center in Milan will stage a Joint Export Establishment Program (JEEP) showing of fluid power components Nov. 28-30.

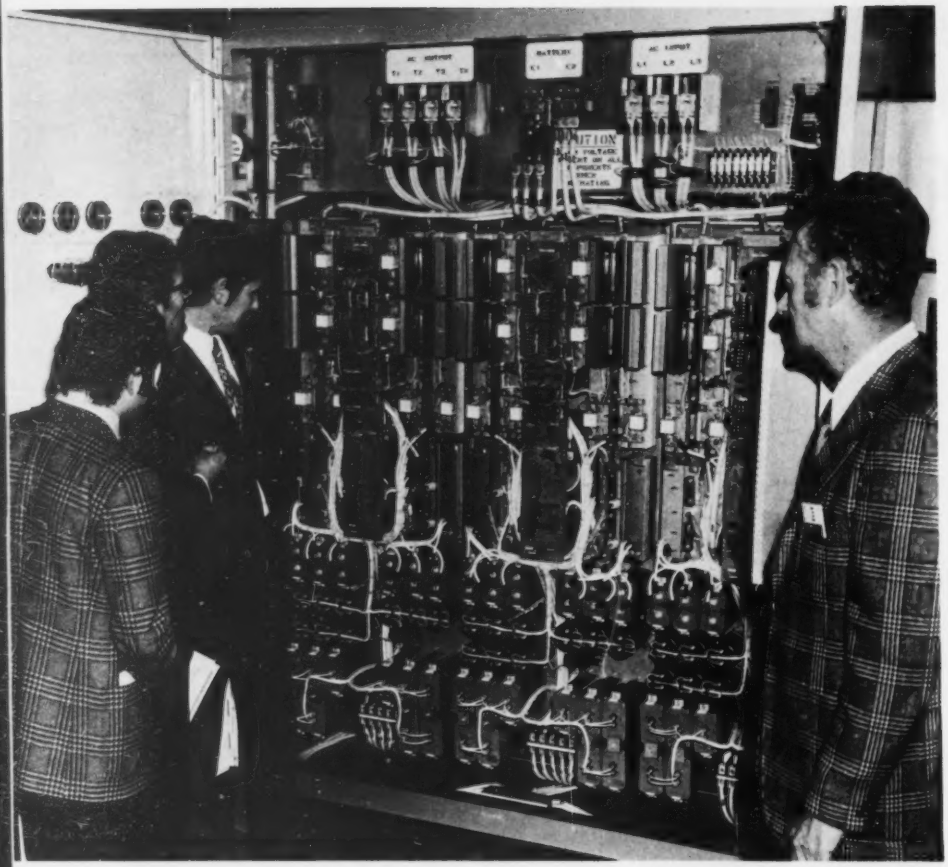
The market in Italy for this type of equipment is surprisingly large—an estimated $150 million—and growing by more than 10 percent a year. The attractions of using fluid power—especially its versatility and reliability—are growing in Italy, as labor costs and uncertain availabilities are forcing businessmen to find alternatives.

Domestic production in Italy of fluid power components and systems is limited in range even though some products are quite advanced in technology. Imports of fluid power components, estimated at $40 million in 1972, were nearly twice the $22 million value of exports. The United States held the largest share of imports in 1971, with 17 percent.

JEEPs are special efforts by the Commerce Department to attract new firms into exporting through setting up specific Trade Center shows for new-to-market exhibitors, and defraying up to $300 of the cost of overseas promotional activities and up to $100 of the cost of shipping unsold items back to the U.S. or to another JEEP. All this is in addition to the regular Trade Center services.

This event, which will be held in tandem with a similar show a week earlier at the Paris Trade Center, will thus be limited to new-to-market firms. A new-to-market firm is one which has not sold in Italy on a sustained basis for one year, or is not currently represented by a distributor/agent and is not seeking such a representative.

For more information on exhibiting in either or both the Milan and Paris shows, contact your nearest Commerce Department District Office listed inside the back cover of this magazine, or call Pete Field at 202-967-2435.



GETTING DOWN TO BASICS—*R. H. Lee, vice president of Teledyne INET (right), explains the inner workings of one of his firm's uninterruptible power system controls at record-breaking exhibit in Milan U.S. Trade Center.*

Power Systems Show Sets Milan Sales Record

The recent exhibit of industrial electric power systems resulted in the highest sales projections in the history of the Milan U.S. Trade Center. The 18 firms which were new to the Italian market expect more than $5.5 million in sales to result in the coming year.

Fifteen of the newcomers were seeking representation, and nine agents were signed by six exhibitors during the show. Another 14 agency agreements and one licensing accord are expected.

R. E. Allingham, president of Teledyne Inet, reported that his new-to-market firm expects to sign agent-distributor agreements for Italy, the Netherlands and Denmark during the next twelve months. "This trade show was extremely well-organized. Although this was Teledyne Inet's first exhibition, we got more results than at any show in the United States."

R. W. Thickens, president of Empire Generator Corp., said his new-to-market firm found that "Trade Center personnel know what they are doing, and they do it well and expeditiously."

Plans to return

Robert R. Horness, European sales coordinator for new-to-market Kohler International: "We consider this show a success. It was well-organized, well staffed and efficiently run. Many useful contacts were made. We plan to use the facilities of Trade Centers in other countries."

First U.S. Plastics Show In Mexico Finds Top Market

The first U.S. Government promotion aimed at sales to Mexico's plastics industry, an exhibit of machinery and instrumentation at the Mexico City U.S. Trade Center, drew strong attendance among the decision makers of the plastics industry. An indication of this was the high level of floor sales, $790,000.

Twenty-two of the 34 exhibitors were new to the Mexican market, and they project more than $1.8 million in show-related sales during the coming year.

Seventeen exhibitors were seeking some form of representation, and thirteen of them appointed representatives during the show. Seven other possible agreements, including five potential joint ventures, were under negotiation as the show closed.

American Packaging Corp., new to the Mexican market, reported "more immediate sales than any showing our company has participated in." The firm also signed a distributor. One buyer came all the way from Peru.

'Excellent cross-section'

Koehring Company, which was also dipping its toe into the Mexican market, expects $200,000 in sales of its extruding and foam molding equipment to result. "An excellent cross-section of the plastics industry attended. Good prospects and people truly interested in the equipment visited our stand," said its regional sales manager.

Clyde E. Wilson, president of new-to-market TEK Corporation, made his choice from twelve potential agents, and also predicted $500,000 in sales of his firms PVC pipehandling and processing equipment in the year following the show.

Satellite-Aided Show On Target At Tokyo Center

The United States segment of the Japan Graphic Arts Show March 16-19 in Tokyo yielded excellent results for many of 36 exhibitors.

Off-the-floor sales were $767,000 while the one-year projection exceeds $6.5 million, both results substantially bettering those achieved in a similar 1969 event.

An estimated 52,000 persons visited the Commerce Department exhibition.

One of the outstanding exhibits featured a demonstration of typesetting by satellite communication from the United States.

Many newcomers

The exhibition was further distinguished by its high rate of new-to-market and new-to-export firms, with more than 50 percent falling into these categories.

More than 100 agency or distributors' leads were obtained with 17 agreements expected to be signed. Additionally, 21 licensee/joint venture agreements are under negotiation.

Much of the equipment on display was high technology, "big ticket" items.

Typical exhibitor comments included: "We appreciate this sales opportunity which we could never afford without Government cooperation. It's an excellent program and must be continued to keep American business competitive and healthy."

"This kind of trade promotion program is of great advantage. Strongly request the Commerce Department continue to mount such exhibitions on an annual basis."

"It was a very good show and we are satisfied."

"Gave good exposure and made contacts with possible associates."

INSTANT SUCCESS—*Hostess helps a visitor to the Stockholm Trade Center inspect a model of a container handler displayed by Raygo-Wagner. The Portland, Oregon, firm expects $550,000 in sales to result in the coming year, in addition to signing agents for its products in all four Scandinavian countries.*

Product Handling Firms Aglow With Stockholm Results

Nineteen of the 22 exhibitors at a recent showing of U.S. materials handling equipment in Stockholm were new to the Scandinavian market, and eight of them had never exported anywhere.

Stone Hydraulic Industries of Rockford, Ill., one of the new-to-market firms, expects $500,000 in show-related sales during the coming year. "The show accomplished the introduction of our product and gave our potential customers the chance to see the actual hardware. Two major customers who had been reluctant to go to our products have now indicated willingness to work with us," reported S. H. Stone, the firm's president.

"The show provided an excellent opportunity to research the market, with excellent results from all Scandinavian countries," said the representative of new-to-export Thermo Dynamics Corp. of Tulsa, which expects $200,000 in sales to result from the 15 sales leads developed at the show.

Illinois promotion

The State of Illinois' European Office mounted a catalog display of 34 Illinois firms' products, in an effort to introduce them to the Scandinavian market. The State's representative reported developing 65 sales leads, 12 prospective agency agreements, and a possible joint venture for his group.

Rolair Systems of Santa Barbara signed a sales representative for Norway and expects to conclude a licensing agrement in Sweden within the next few months. E. D. Reddan, the new-to-market firm's president, projected $500,000 in sales from this "magnificent show."

PUT HER THERE—*Paul A. Fitzsimmons (left), director of market development for Matthews International, shakes hands with a prospective agent in the special lounge maintained for business discussions at PrintPack USA in Sao Paulo.*

HERE'S HOW—*Benjamin Beale (center), vice president of Paratone Inc., explains his firm's products at PrintPack.*

Sao Paulo Hosts 'The Right Show At The Right Time'

"We found that this exhibition was a tremendous success for our equipment," said Hooper Engineering's representative at the March 19-25 Commerce Department exhibition, PrintPack USA, in Sao Paulo. "Our main purpose was to find a representative, and we had as many as 15 different firms interested . . . without question the best exhibition I have been associated with."

"This show was so important to us that it is almost impossible to predict the total results," said G. T. Schjeldahl, Interamericana's spokesman. "The timing of the exhibition in relation to the current market condition was perfect. The list of prospects developed has been tremendously effective."

Gloucester Engineering Co.'s representative said that "the advance preparation for the show was good; because of this, the people who came to our booth already knew our products. We believe we have contacted our major Brazilian customers as a result."

Nineteen of the 45 exhibiting firms were new to the Brazilian market. Eighteen firms were seeking agents—ten were signed and negotiations opened with another 11; four were looking for licensees to make their product in Brazil—two were signed and discussions begun with four more; six were seeking joint ventures with Brazilian partners—two were signed and negotiations begun with eight more.

The new-to-market firms also accounted for more than $3.1 million in projected sales over the coming year. Total off-the-floor sales for all exhibitors topped $4.1 million.

Two Israeli Universities Display U.S. Producers' Catalogs, Are Seeking More

Two Israeli universities have agreed to display in their libraries the catalogs used in last November's Metal Working Equipment Catalog Show in Tel Aviv. Both the Technological Institute of Holon (a suburb of Tel Aviv) and the University of the Negev encourage local businessmen to use the catalogs.

Both universities will add to their libraries any other catalogs of American manufacturers, whether or not they are related to the metalworking collection. They should be addressed to: Abraham Lebowitz, Director of Library, University of the Negev, Beer Sheba, Israel; or Tili Raviv, Technological Institute of Holon, 52 Golomb St., Holon, Israel.

Swiss Packaging Event Open To U.S. Exhibitors

U.S. firms are welcome to show their wares at the Third International Packaging Exhibition Feb. 12-16 in Basel. For details, write Schweizer Mustermesse, Postfach CH-4021, Basel (Telex: 62685).

Worldwide Business Outlook

Japan Eases Restrictions On Incoming Investment

The Japanese Government has put into effect, as of May 1, a considerably less restrictive policy toward incoming investment. The outstanding feature of the new policy is the change from the principle of limiting foreign investment to 50 percent in new companies and less than 25 percent in existing companies to the principle of permitting up to 100 percent foreign investment in both new and existing companies, with significant exceptions.

Under the new policy, "automatic approval" (by the Bank of Japan) is to be given for up to 100 percent foreign investment in both new companies (direct investment) and existing companies (investment for participation in management and portfolio investment), with the following exceptions: 1) where the company is in one of five industries — agriculture (including forestry) and fishing, mining, oil, leather and leather products, and retail trade; 2) where the company is in one of 17 additional industries with respect to which automatic approval of 100 percent investment is postponed from two to three years (see list below); and 3) where, with regard to investment in an existing company, the investment is a "'takeover' plotted against the wishes of the company concerned" (quoted from the Japanese Government's summary of the new policy).

Investment applications falling within the above exceptions are subject to "case-by-case screening" by the Government, a process which can—but rarely does—result in approval. Investments of up to 50 percent in mining, retail trade with not more than 11 stores, and the 17 above-noted industries (except real estate, computers, and information processing) are subject to automatic approval. Foreign investment of up to 50 percent will be "liberalized" in August 1974 for the computer industry (manufacturing, sales and leasing) and in December 1974 for the information processing industry.

Retail guidelines

As pledged last summer, the Japanese Government will continue to approve, in principle, the establishment by U.S. nationals or firms of wholly-owned retail operations, provided they involve no more than 11 stores per applicant and carry only U.S.-made or U.S. brand name goods and Japanese goods "necessary" for sale of U.S. products. (See *Commerce Today*, Oct. 16).

Japan's previous policy toward inward investment distinguished sharply between investment in new companies and investment in existing companies. In general, foreigners were freely permitted to own up to 50 percent—and, in a limited number of business lines (228 out of a total of 850), up to 100 percent—of the stock of a new company, while foreign stock ownership in existing companies was limited to less than 25 percent for foreigners as a group and 10 percent for an individual (See *Commerce Today*, Sept. 6, 1971).

The 17 industries in which foreign investment will not be fully liberalized for two to three years are as follows (included is the date of 100 percent liberalization): meat products (limited to enterprises engaged in manufacturing of ham, sausage, and bacon, and processing of beef and chicken), April 30, 1975; fruit juice or fruit beverage manufacturing, April 30, 1976; tomato products, April 30, 1975; feedstuff manufacturing, April 30, 1975; pre-cooked foods industry for wholesale distribution to restaurants, etc., April 30, 1975; manufacturing of or wholesale trade in apparel (limited to enterprises in the field of men's, women's and children's outer garments, or knit garments), April 30, 1975; manufacturing of sensitized photographic materials, April 30, 1976; ferro-alloy products, April 30, 1975; hydraulic equipment manufacturing, April 30, 1975.

Also, packaging and packing machinery industry, April 30, 1975; manufacturing, sales, or leasing of electronic computers (including peripheral equipment, terminal units, parts and accessories) and computer-aided systems, Nov. 30, 1975 (50 percent on Aug. 4, 1974); information processing industry (including the software industry), March 31, 1976 (50 percent on Dec. 1, 1974); electronic precision instruments industry (limited to instruments for medical or electrical measurement), April 30, 1975; integrated circuits manufacturing, Nov. 30, 1974; phonograph records industry, April 30, 1975; and real-estate business, April 30, 1975.

TOURING JAPANESE—*Some 120 Japanese service station operators listened to speakers at the Commerce Department in Washington on May 16 during a world trip to study the latest developments and prospects in their industry.*

Danes Seek Equipment, Technology In Gearing Up For Bigger Market

The Danes are currently in a bullish business mood, making this a good year for U.S. exports to Denmark.

In spite of adjustment problems to the new Common Market trading patterns, reports Robert G. Kemp, Commercial Attache at the U.S. Embassy in Copenhagen, Danish industry seems keen to take advantage of the new and enlarged market that is now opening to it. The Danish manager knows that in order to do this successfully, many production facilities need rationalization and modernization.

Improved marketing possibilities, not only within the EEC but also within the American market and the remains of the European Free Trade Area, will necessitate substantial increases in investments. Sharp increases are expected in both agriculture and industry; such growth will be accompanied by a dramatic upswing in imports of capital goods, raw materials and advanced technology.

This is expected tc affect favorably U.S. exports in a wider range of semimanufactures, including chemicals and plastic raw materials. Booming housing construction should preserve the favorable market for U.S. plywood. The import dampening effect of last year's import surcharge, furthermore, ended on April 1.

In addition to the favorable factors for general market stimulation both at the manufacturing and consumer levels, the devaluation of the dollar vis-a-vis the Danish krone should attract new customers for American products. The new monetary crisis in March may be expected further to enhance U.S. sales prospects. Indications that the Danes are actively shopping for American goods and equipment are abundantly evident.

Computers and Related Equipment: Denmark is, and should remain, an attractive market for U.S., and U.S.-branded, EDP equipment. The total market for computers and computer related equipment in Denmark amounted to almost $55 million last year; it is expected to increase by between 6 and 8 percent over the next five years.

According to official import statistics, the U.S. share of this market amounts to almost 40 percent and is projected to reach 50 percent by 1977. There are only two Danish producers of EDP hardware, manufacturing about 10 percent of the domestic market's needs; both concentrate on peripheral equipment.

According to trade sources, items with the greatest sales glamour are mini-computers for invoicing, payrolls, and inventory control. On-line terminals for retail stores, banks and financial institutions are being tried out and results are encouraging. Increasing interest in time-sharing points to greater demand for large computers. Small and medium computers will continue to attract customers in both public and private sectors, more and more of whom can make economical use of their own equipment.

Other good prospects

In addition to computers and peripheral hardware, the following types of equipment should enjoy good sales potential: graphic data systems, keyboard to disc printers and disc files, magnetic core storage, and interface devices.

Because of a growing tendency towards centralized data processing, there should be good demand for terminal and transmission equipment. The fact that EDP hardware has become such an American preserve is probably the cause for reports that the Common Market is contemplating a joint computer venture.

Closely related to computers are innovative business systems and related hardware. Merchandise identification in point-of-sale hardware is in the developmental stage in Germany and is being talked about in Denmark. Electronic calculators of desk and pocket types are increasingly in demand in all branches of business. The same applies to copying machines.

Office equipment should enjoy the same upswing that is predicted for plant machinery. Denmark is an open market for first class, modern quality products, and offices in both the private as well as the public sector are usually equipped with the latest in modern mechanical and electronic aids.

Protection of the Environment: As in most other parts of the world, environmental control is receiving great attention in Denmark. Economically bearable solutions are being sought to reduce air, water, and noise pollution. A Pollution Control Exhibition at the Stockholm Trade Center brought out a surprisingly large Danish delegation. The Government is committed to taking early measures to clean up the increasingly polluted Oresund that separates the Island of Zealand from the Swedish mainland, which Copenhagen uses for its municipal bathing. Under the sponsorship of one of Denmark's industrial giants, a working group for environmental technology has been established that acts as unofficial clearing house for evaluating environmental projects.

Noise abatement and control equipment and inplant systems for practically all branches of industry, especially bottling plants, is particularly salable. Together with the hardware goes a brisk demand for know-how in all fields of pollution control.

Industrial Machinery: The severe drop in 1972 U.S. machinery exports to Denmark can only partly be blamed on lack of deliveries of airplane engines and parts. A number of big ticket machine tool sales

were postponed awaiting the results of the October Common Market referendum. The same was true regarding modernization plans for the food and beverage industries and new equipment for bookbinding and printing.

Most of the U.S. giants in machine tools have their own European subsidiaries from which they supply their European customers. New machines, particularly highly sophisticated numerically controlled models, still come from the United States. Interestingly, the high quality image of U.S. built machines is so strong that, since devaluation of the U.S. dollar, a number of customers are asking for quotations on original American made machines.

Denmark is not an easy market for foreign tools and metal working machinery. There are almost 600 tool and machine tool distributors in Denmark against approximately 50 in Sweden. Competition is rough with customers playing off one distributor against the other.

Added to that is the feature that Denmark is a country of small industries specializing in sophisticated components. The tools, therefore, must be relatively simple and at the same time versatile.

Industrial robots were exhibited in Copenhagen at the fall Intertool Show and since then there has been a brisk interest in more modern handling systems. A simply programmed and operated industrial robot for feeding a press or handling hot metal should have excellent sales potential. A non-American machine with an interchangeable programmed "key box" has received considerable attention.

U.S. instruments staged a comeback last year with an almost 20 percent increase over 1971. One of the areas that is slowly picking up, after a severe cut in school and university budgets, is medium priced electronic instruments. Instruments for health care and patient monitoring equipment tied to computers also seem to be slowly moving upwards.

EXPANSION IN DENMARK—*The only auto assembly plant in Denmark—General Motors International A/S, above—plans to increase production from 12,700 cars in 1972 to 70,000 in 1975, with most of the expanded output going to northern Europe.*

Denmark's largest and most modern tanker was recently launched, equipped with the latest American satellite navigation, sonar logs, and collision avoidance systems. Considering Denmark's important ship building industry, this field should produce excellent future sales potential.

The broad area of electronic components is likewise enjoying lively sales, with American products favored, although rule of origin regulations may restrict U.S. imports, particularly of transistors.

Sales picked up

Chemical Raw Materials and Plastics: American chemical exports recovered somewhat from their 1971 sales slump and achieved a level of approximately $30 million. Nitrogeneous products and aqueous ammonia make up a large percentage of these exports. Trade sources feel optimistic that devaluation will give U.S. chemicals an improved position on the Danish market against German and Japanese competition.

Proprietary drugs and pharmaceutical preparations tend to originate more and more in the plants of U.S. subsidiaries in Europe. While new preparations are of interest to the market, complicated registration procedures often delay sales anywhere up to two years. U.S. plastic raw materials have a large stake in the Danish market but the future is obscured by prospects of the common external tariff, which, when it comes into full force in 1977, may make U.S. products non-competitive. There is increasing interest in the so-called engineering resins for specialized uses such as stop-cocks, valves, etc.

The chemical market reacts sensitively to price changes and information from the trade indicates that U.S. products are expected to improve their position due to devaluation of the dollar. It is too early to observe whether the American supplier will hold his price line and take advantage of his improved marketing position.

Food-Processing and Packaging: As the Danish food industry moves toward greater rationalization and toward meeting not only foreign competition but also changing eating habits at home, the following list of equipment should have good to excellent supplementary sales possibilities: sausage filling machines; form, fill and seal machines; stretch and shrink wrap equipment; large capacity canning lines; and meat saws and boning knives.

Positive Trends Outweigh Problems In Indonesia's Advancing Economy

Indonesia's rapid growth in several major sectors promises profitable business opportunities for U.S. firms, reports the U.S. Embassy in Djakarta.

Basic growth trends for the Indonesian economy remain positive, despite setbacks to agricultural production in 1972. The late arrival of sustained rains has brightened the outlook for rice and agricultural production. Consumer prices should decline from drought-induced peaks of late 1972, offsetting some of the 25 percent 1972 inflation caused by rice shortages.

Oil, LNG and mineral developments will bring jumps in investments. Implementation of foreign assistance-funded projects is speeding up, the overall level of foreign assistance should grow, private investment approvals and implementation should increase, and revenues from the oil and forestry sectors are growing strongly.

Leading the way

Oil and forestry have sharply improved Indonesia's foreign exchange reserve position, and this year should lead the way to at least a 25 percent gain in total exports.

Other hopeful developments include further steps toward establishment of industrial estates, the government's announced intention to simplify procedures for foreign investment approvals, and the issuance of guidelines for setting up foreign investment banking institutions.

On the minus side, rumblings of dissatisfaction are heard over corruption, conspicuous consumption and growing disparities in the distribution of income. There have been demands for an aggressive program of government assistance and protection for domestic enterprise, in some cases coupled with criticism of foreign investment with its presumed greater competitiveness. Another area of growing concern is the long-term need for greater investments in labor-absorption fields such as agriculture and labor-intensive small-scale industry.

Bottlenecks, inadequate infrastructure and the general difficulties of doing business remain. Nevertheless, the lure of Indonesia's known resources, discoveries of rich new deposits of raw materials, rapid growth in several major sectors, continued growth of aid and credit and the gradual expansion of consumer market potential all promise profitable business opportunities in selected areas.

Indonesia's competitive position has been improved by recent currency adjustments; the rupiah retained its value of Rp. 415 per U.S. dollar while Malaysia, Singapore and Hong Kong currencies have appreciated by 11 percent, and the yen by 15 percent.

The U.S. competitive position, too, has improved considerably in the wake of the exchange rate adjustments. For U.S. firms with interests in sectors where Indonesia's growth prospects are most promising, the time and effort required to do business in Indonesia can be well rewarded.

Second half 1972 brought renewed momentum to long-delayed Indonesian efforts to launch industrial parks. A National Planning Board decision in October defined terms for these estates. Negotiations opened in December for a technical and management assistance contract with Westinghouse for the Djakarta City Pulo Gadung Industrial park, to be financed with World Bank assistance. The estate already has 15 plants in operation and many additional sites reserved. A German Government-financed team completed its report and recommendation for establishment of a similar park in Surabaya, with a 1974 completion date targeted.

Inauguration of such parks will alleviate major problems for industrial investors by eliminating uncertainty and delays in obtaining land rights and such other headaches as land preparation and installation of access roads and utilities.

The same six months saw the promulgation of decrees permitting the President to designate bonded zones. These decrees open the way for establishment of bonded processing zones on industrial estates or individual plant sites, and will greatly facilitate development of export-oriented investments.

A related development was intensified attention to export industries generally. Indicative was the special attention given the first major U.S. electronics firm to apply for investments in component assembly plants.

Breakthrough awaited

With an increasing backlog of investment applications experiencing long delays in approval, President Suharto in August called for simplification of investment procedures. A major study and recommendations were completed in December. Decisions for procedural improvements should be announced before mid-1973. Accelerated procedures and incentives are likely for labor-intensive export industries. These measures may provide relief also for some implementation problems.

Government-owned enterprises account for about 70 percent of all central government employees, and play a major role in almost all sectors of the economy. Some of the stronger state enterprises have been assigned increasing tasks in line with the government's rapidly expanding development ambitions, as have military enterprises, which are expected to absorb a peak of military retirements in 1972-75. In parallel there is also a trend toward joint ventures with foreign companies by these enterprises.

Their strength varies widely, but there should be increasing opportunities for foreign firms in such joint ventures.

The most striking example is PERTAMINA, which has formed joint ventures with American, Japanese, European and Australian firms.

There will be important opportunities to supply state enterprises with equipment and materials for rehabilitation and expansion, to conduct studies of their development needs looking toward procurement of new facilities, and to provide management and technical assistance under contract. In a number of areas, state enterprises are receiving assistance from the World Bank and the Asian Development Bank.

On Oct. 12, the Ministry of Finance issued Decree #59 regulating borrowing by state agencies and state-owned enterprises and banks. The decree requires prior approval of the Ministry of Finance for all loans contracted by state agencies and enterprises. Any U.S. firms or financial institutions contemplating credit or comparable financial transactions with Indonesian Government ministries, banks, agencies or enterprises may find it desirable to consult first with appropriate senior officials of the Directorate General of Finance, Department of Finance.

Approved U.S. projects

By end-1972, 76 U.S. investment projects had been approved by the Foreign Investment Board since 1967 with a capitalization of U.S. $444 million, constituting approximately 23 percent of total approved non-petroleum investments. In addition, U.S. firm expenditures on oil and gas exploration and development since 1967 are estimated at about $600 million. The Japanese were second with $383 million approved. Including outlays prior to 1967, the Embassy estimates that U.S. investment expenditures in Indonesia now cumulate to about $1.5 billion.

Fourteen new U.S. investments valued at $36 million were approved in 1972, in a wide range of activities including pharmaceuticals and chemicals, vehicle assembly, dairy products, building materials and animal feedstuffs.

About 200 U.S. firms have now established permanent offices in Indonesia, within 15 different major fields of activity, an increase of 40 percent in the past 9 months! This does not include more than a score of petroleum industry firms engaged in exploration, production and service arrangements with PERTAMINA.

U.S. exports to Indonesia in 1972, a record $307 million, were up 17 percent from 1971. Capital goods continue to grow as a percentage of U.S. exports to Indonesia. U.S. exports of machinery and transport equipment amounted to $43 million in 1968, $55 million in 1969, $93 million in 1970, and $117 million in 1971 and 1972.

Recent currency realignments further improve prospects for U.S. exports to Indonesia. Competitiveness of U.S. contractors bidding on major construction jobs in Indonesia has already improved noticeably.

A respected international financial source believes the main opportunities resulting from appreciation of the yen will be in supplying fertilizers, capital equipment, automobiles, paper, chemicals and nonferrous metals. All developments point to an increasingly good market for U.S. goods in Indonesia.

There is an extraordinary number of excellent trade and investment opportunities for U.S. firms in both private and public sectors financed by private capital, bilateral and multilateral assistance programs. Rapid oil and mineral sector growth, major new oil and natural gas finds during 1972, the increase in the 1973/74 U.S. assistance program (main sectors; power, roads, agriculture), and the expansion of domestic construction, manufacturing and aviation all provide substantial opportunities where the United States has special advantages.

The American Embassy has prepared a special supplement to the latest Foreign Economic Trends Report on Indonesia, which includes information on major growth sectors in 1973 and sources for further information on them. This Trends Report, ET 73-041, is available for 25 cents from the Sales & Distribution Branch, U.S. Department of Commerce, Washington, D.C., 20230.

Two new publications

Two new publications provide a wide range of helpful information to U.S. exporters and investors interested in Indonesia. *Report on Finance, Commerce—Indonesia,* a 257-page report including a wealth of useful information for businessmen, is available from Marketing & P. R. Consultants (Asia) Sdn. Berhad, 501 Loke Yew Building, Kuala Lumpur, Malaysia.

Indonesia: Business Dynamics of a New Frontier, which outlines investment and commercial opportunities, may be obtained from Business International Asia/Pacific Ltd., Asian House 1 Hennessy Road, Hong Kong.

Of possible interest to potential manufacturing investors is a report by a local consulting firm on the profitability of some 30 industries involving new investments. Information can be obtained from the Agency for International Development, Indonesia Desk, Washington, D.C. 20523.

Indonesia's economic progress and political stability—which are expected to continue—should encourage American companies to offer flexible credit facilities to Indonesian buyers. Financing terms play a vital, often decisive role, in concluding transactions.

Presence in the market is also a key factor. Prospects in Indonesia and Southeast Asia generally may warrant more frequent executive travel, and establishment of an agent relationship or even a representative office in Djakarta.

Dramatic Developments In Mining Give Botswana An Economic Boost

Botswana, one of Africa's least developed countries, is making significant initial progress toward real economic development.

Dramatic developments in Botswana's mining industry during the past three years have resulted in a 91.4 percent increase in gross domestic product. During the same period, domestic revenues have increased threefold with the result that the Botswana Government has succeeded in balancing its recurrent budget, according to the U.S. Embassy in Gaborone.

Botswana, a country the size of Texas in the heart of Southern Africa with a resident population of just under 600,000, has traditionally been heavily dependent on cattle production as its primary source of domestic income and foreign exchange. Increases in world beef prices coupled with recent improvements in the government abattoir, reportedly the single largest exporter of beef and veal products in Africa, have resulted in improved sales and profits.

Botswana is rich in minerals and the exploitation of diamonds, coal, copper and nickel has either recently begun or will start in the near future. The impact on the economy is expected to be substantial.

MOSHANENG MINE — *Workers sort waste at an asbestos plant in Kanye. Botswana's economy is gaining speed.*

Botswana will begin producing copper and nickel at Selebi-Pikwe by late 1973. Total investment to date in the mining complex has amounted to roughly $200 million. The U.S. firm American Metals Climax (AMAX) and approximately 70,000 individual U.S. investors are major shareholders in the mine holding company, the Botswana Roan Selection Trust (BRST).

Going to Louisiana

By 1977, it is believed that the mine will produce 45,000 tons annually of copper and nickel matte, with an estimated value of $85 million (depending on world prices), which will subsequently be converted into pure copper and nickel at AMAX's refinery in Louisiana. Extraction will begin at Pikwe, with a combined open pit and shaft operation at Selebi scheduled for production by 1979. The mine will also produce 125,000 tons of sulphur per annum as a by-product which will be sold primarily to the South African fertilizer industry.

Purchases associated with the basic infrastructure, processing facilities and first underground shaft at the Selebi-Pikwe copper-nickel complex are virtually complete. However, construction of the second shaft at Selebi could provide U.S. equipment suppliers with interesting opportunities.

The hoped for exploitation of brine deposits in the Makgadikgadi Pan could provide good prospects for U.S. manufacturers of special equipment. Development in the coal and diamond sectors should be watched closely.

The proposed expenditure of $3 million on Botswana's telecommunication network should present opportunities to U.S. manufacturers of specialized equipment. In the field of civil aviation, there is a growing demand for small aircraft. Although most civil aviation equipment is currently purchased in the United Kingdom under loans and grants provided by the British Government, the Director of Civil Aviation has expressed an interest in U.S.-made telecommunications, fire-fighting and runway lighting equipment. The construction of an international airport at Gaborone in the mid-1970's might also offer some trade opportunities.

The U.S. AID-financed Botswana-Zambia road will provide opportunities for U.S. producers of transport, earth moving and construction machinery and equipment. Moreover, additional development funds are earmarked for road improvement and new highway construction.

A World Bank/Swedish Government loan for improvements in the livestock sector should be investigated by U.S. producers of agricultural equipment. Botswana already provides a good market for farm machinery, and in 1971 agricultural machinery and appliances represented the single largest U.S. export ($316,823) to Botswana.

U.S. producers of cattle breeding stock suitable for warm, semi-arid conditions should also find increasingly good prospects in Botswana. The government and private commercial ranchers are expanding their breeding programs.

Although opportunities are limited by Botswana's small but growing domestic market, there is a strong interest in U.S. manufactured products such as hardware items including tools and small motors, toys and games, cosmetics, camping equipment, guns and ammunition (for game shooting), men's and boys clothing (especially fancy jeans and shirts), business machines including typewriters, calculators, duplicating and dictating equipment, and books and special stationery supplies, etc.

Many of the above mentioned items are purchased from South

African wholesalers and might not therefore show up in total U.S. export figures for Botswana.

The Embassy will actively assist interested exporters to locate agents and distributors in Botswana.

U.S. exporters should be assisted by the recent 10 percent devaluation of the dollar with respect to the rand.

The Botswana Government actively seeks private foreign investment. The corporate income tax is low and is subject to generous allowances on capital investment. Foreign ventures may be wholly owned or may take the form of joint ventures with individuals, companies or the Botswana Development Corporation (BDC)—a government-owned company which seeks to promote foreign investment. There are no restrictions on repatriation of profits and royalties.

Special investment effort

The U.S. Government encourages U.S. private investment in Botswana. Moreover, in 1971 the Overseas Private Development Corporation (OPIC), which insures U.S. private investors against political risk in developing countries, approved a resolution pledging to make a special effort to promote U.S. investment in Botswana, Swaziland and Lesotho.

Botswana's membership in the Southern African Customs Union assures duty-free access for its products to Swaziland, Lesotho and South Africa—Africa's largest, most highly developed industrial market.

Also of interest to potential U.S. investors, the Customs Union Agreement provides for infant industry protection in Botswana, Swaziland and Lesotho and common external tariffs to protect industries of major importance in any of the three smaller states. Moreover, the rand is a relatively stable currency and is readily convertible in international money markets.

Israel's Sustained Economic Boom Should Continue Despite Inflation

After five years of continuous boom, Israel's economy continues to grow rapidly, amid evidence of severely intensified inflationary pressures. The U.S. Embassy in Tel Aviv expects this to continue without much change throughout 1973 and the early part of 1974.

Inflationary pressures, following two straight years of consumer price increases of 13 percent, are severe. The consumer price index is officially forecast to rise again in 1973 by about 13 percent, but will probably exceed this by several percent. Control of inflation poses probably the most pressing of economic policy problems this year.

While worrisome and a nearly continuous preoccupation of government and business leaders, inflation's effects on the total economy are not as yet judged sufficiently adverse as to require major adjustments in economic policy. There is in fact a certain degree of tolerance for inflation as the price Israel has to pay for rapid growth and industrial development, goals having a high national priority.

Rapid advance

Israel has advanced rapidly in the last five years in its degree of industrialization, led by defense-oriented industries. The Government believes this development must continue for reasons of high national policy.

Consequently Israel will continue to promote investment, especially in industry, for the foreseeable future. Foreign investment set a new record of $180 million in 1972.

Gross national product has grown more than 8 percent per year in real terms during the past five years, and is forecast to do so again in 1973. GNP per capita amounted to $2,200 in 1972 and has been advancing rapidly. Private disposable income is expected to increase by 12.5 percent in real terms during 1973, as taxes are being reduced. This will add further to the already high rate of liquidity of businesses and individuals.

Unemployment declined to only 2.7 percent of the civilian labor force in 1972, by far the lowest level in the history of the state.

Israel devalued the Israeli pound in parallel with the dollar on Feb. 13, so that the exchange rate with the dollar remained the same afterwards. The effect of this action is to make goods of most U.S. competitors in the Israeli market more expensive vis-a-vis American goods.

In the balance of payments, the deficit on goods and services is expected to worsen substantially in 1973, but this will be more than offset by the capital inflow from unilateral transfers, loans, and foreign investment. As a result foreign exchange reserves are officially forecast to rise by $275 million from the record level ($1,230 million) attained at the end of 1972.

Israel's remarkable achievement in mobilizing foreign capital should continue during 1973. At the same time, the structure of the country's foreign debt is quite favorable from the point of view of redemption, and Israel remains creditworthy.

Imports are expected to rise 19 percent to almost $4.0 billion, while exports are forecast at just over $2.6 billion, an increase of 15 percent. Both will be affected by domestic inflation, which has been eroding the profitability to exports while stimulating a flight from money into goods, including imported goods.

Imports will be encouraged by two general tariff reductions effected during the early months of 1973; it is hoped that these reduc-

tions will have the effect of dampening inflation.

Israel is going to buy considerably more abroad this year than ever before; its ample and increasing foreign exchange reserves ensure that there will be funds available to pay for these purchases. In terms of domestic currency also, the economy as a whole is in a high state of liquidity, and is disposed by persistent inflationary pressures to buy goods.

Two devaluations of the dollar in the last 15 months, together with revaluation of the currencies of a number of Israel's main suppliers, have recently stimulated unsolicited expressions of interest by Israelis in buying American goods. This is an excellent time for American businesses to introduce new product lines and brand names to the Israeli public. American goods enjoy a good reputation in Israel for quality and versatility but, with a few notable exceptions, an indifferent to poor reputation for after-sales service.

In the case of products where high reliability is important—for example in hospital equipment or in machinery for continuous production—the lack of adequate service can be a severe deterrent to sales. American exporters should both supervise and support their agents to insure a high standard of service.

In recent years there has been a significant decline in the U.S. share of Israel's imports, as U.S. prices got too far out of line. The decline was masked in a number of years by expensive purchases of civilian aircraft, but it showed up fully in 1972 as the U.S. share dropped below 20 percent for the first time in Israel's history. At the same time imports from the United Kingdom rose so rapidly that the United States came within $5 million of being displaced as Israel's principal supplier.

This trend is not reassuring. More assiduous attention to this dynamic and increasingly affluent market will be required to stem the erosion.

The Department of Commerce is coordinating the details of U.S. participation in the biennial Tel Aviv International Trade Fair, TECHNOLOGY '73, Oct. 23-31. The United States will exhibit the following product lines in its own pavilion: a) materials handling equipment, which continues to be needed at airports, ports, and on the factory floor; b) on-site and standby power generation equipment, to assure continuous availability of electricity in key industries and installations, since demand for power is pressing hard on supply, causing relatively brief but frequent interruptions; c) instrumentation, especially quality control and analytical instruments, and processing and electronic instruments. These categories are deemed especially promising this year.

Israeli businesses face a problem in the small size of the local market and consequent short production runs. This obliges them to consider carefully the flexibility and versatility of capital equipment which they buy; they are often ready to pay a premium price for these characteristics. They also are able to apply intelligently the latest technological solutions to their specific problems as, for instance, the optimum use of numerically-controlled machine tools.

Favorable market

In view of sky-rocketing wage rates and persistent labor shortages (particularly skilled labor), there is a particularly favorable market for time- and labor-saving machinery and equipment. Interest rates on capital in Israel are nearly twice as high as they are in the United States, with a concomitantly severe penalty for production delays.

As always, aggressive salesmanship by the local agent is essential; even more important is the guaranty of timely and competent service in the case of products for which after-sales service is required.

American companies should either choose a qualified agent or train one; they should also periodically review the relationship to insure their agent is the best bet for them in Israel.

If American companies really want to sell in Israel they will have to demonstrate a strong interest in the Israeli market. Too often they regard it as a dump for their surplus that the U.S. market cannot absorb. They should be pushing their agent, and not have the agent struggling to get the U.S. company to fill orders.

Tourism has become Israel's principal net foreign exchange earner. A large number of hotels and other facilities aimed at the tourist market are under construction, expansion or contemplated. Since major population centers are, for the time being, becoming saturated, emphasis is being given to facilities in outlying areas. All kinds of equipment, appliances, and supplies for the hotel, restaurant, and tourist trades continue to be required.

Construction and expansion of hospital and medical facilities is receiving emphasis. American medical and hospital equipment and electronic equipment is well-liked, and if proper maintenance facilities are assured, offer good sales prospects.

There continues to be an excellent market for well-conceived ideas and processes for speeding up construction at the building site, as well as for prefabrication techniques.

The electronics industry is one of the fastest growing industries in Israel, and is to be accelerated even more. Within this field, computer peripherals and electronic data processing equipment are good prospects.

World Trade Actions

Japan, Ecuador Cut Duties; Far East Shippers Cautioned

Japan: Effective April 1, Japan reduced import duties on a number of products of interest to U.S. industry. These reductions, which in most cases amount to 20 percent, supplement the Nov. 22 tariff action when tariff rates were reduced by 20 percent on 1,865 items.

Duties on pressure reducing valves and silicon transistors were cut by ten percent, while there were six percent reductions on pumps, compressors, fans and blowers; ball, roller and needle bearings and parts; saws and blades; typewriters; tractors, and parts and accessories of motor vehicles and forklift trucks. Duties on drills, bits, reamers and diamond tools were reduced seven and two tenths percent and those on air conditioners four percent.

Other industrial items which may benefit from reduced tariffs are: iron pyrites, sulphur, natural graphite, calcined gypsum, molybdenum ore, ceresin wax, sodium nitrate, methyl naphthalene, certain lacquers and coatings, rubber anti-oxidants, polybutene, certain veneer sheets, reconstituted wood, art paper, building board, marble and articles thereof, glassware, precious and semi-precious stones and synthetic diamonds.

Tariff reductions were also made on several agricultural products. Preferential rates for products imported from less-developed countries were lowered on 39 agricultural and fishery items and seven industrial products.

Ecuador: The Government reduced tariffs on 141 selected agricultural, chemical, pharmaceutical and fertilizer items on March 30, in accordance with its policy of lowering domestic production costs. U.S. exports should benefit by the reductions as well as by the recent devaluation of the Ecuadorean sucre vis-a-vis the currencies of Japan, West Germany, and other important non-U.S. suppliers. Specific information on items subject to lower tariffs may be obtained from the Latin American Division, Bureau of International Commerce, BIC-242, U.S. Department of Commerce, Washington, D.C., 20230.

South Africa: The Government has raised the import duty on slag wool and similar mineral wools to 65c per square meter, and is considering the following actions, which have been requested by South African firms: increasing the duty rates on rotary shaft seals, electric generators and electric welding machines, locking type petrol tank caps, and motor vehicle lamps other than headlights; reducing the rates on diphenylamine, polycarbonate artificial resins, and cast iron sections for hot water boilers; granting a rebate on shipments of acid oils and withdrawing rebates on rotary shaft seals, sun visors and yarn of polyester fibers.

Cambodia: The U.S. Embassy in Phnom Penh is alerting U.S. firms to practices which could impair the marketability of their goods in Far Eastern markets.

A case in point was uncovered during a recent review of a shipment of storage batteries from the United States.

Questionable Pricing Policy: Apparently through error, one U.S. supplier placed a copy of his purchase order to the U.S. manufacturer in the packing slip envelope received by the battery wholesaler in Cambodia. There was a 33 percent differential in the price the wholesaler had to pay. A check revealed that all of this manufacturer's battery sales in Cambodia carry the 33 percent higher price. Such pricing practices arouse importers' suspicions about other American products.

Slow Delivery: Fast and efficient delivery of goods is as important in Cambodia and the Far East as in the United States. Though shipments may be smaller, it is imperative that the importer receive his order as soon as practicable. This again influences the foreign importer, especially as against our largest competitor in the region, Japan.

Poor Packaging: Exporters should realize that all shipments from the U.S. to inland areas such as Phnom Penh have to be transhipped, and are subject to greater handling. The Embassy suggests that U.S. exporters adopt the Japanese technique of packing several small items in sturdy wooden or wood reinforced packing cases in order to avoid extensive handling by stevedores and encourage the use of mechanical devices which tend to move the goods more efficiently and gently.

Haiti: Foreign investment tax incentives for new industries in Haiti have been enacted through several separate laws over the years. Incentives for investors in the tourist industry were announced in April 1972. Industrial investment incentive legislation grants three types of tax exonoration: 1) income tax holiday—total exoneration for five years, partial exoneration for an additional five years; 2) import duty exemption on machinery and equipment for new industries; and, 3) property tax exoneration for five to ten years, depending on the amount of investment. Details on these incentives are summarized in an American Embassy Report of April 3, entitled "Haitian Tax Incentives to New Industries."

Copies are available on a loan basis from OIM/LAD-242, U.S. Department of Commerce, Washington, D.C. 20230.

International Business Reports

Legal Environment for Foreign Direct Investment in the United States. Georgetown Univ. Law Center, Washington, D.C. 384pp. $12.

Georgetown University's Institute for International and Foreign Trade Law has published a 384-page legal reference handbook for foreign businessmen contemplating direct capital investment in the United States, and for counselors of foreign direct investors.

Entitled *"Legal Environment for Foreign Direct Investment in the United States"* the handbook outlines the legal structure of the United States; rules of taxation; business formation; methods of financing; site selection; antitrust; patents and trademarks; products liability; legal factors in importing and exporting; state and federal investment incentives; contracting with the Federal Government; and restrictions on foreign participation in some specific commercial activities in the U.S.

This handbook can be obtained for $12 from The Institute for International and Foreign Trade Law, Georgetown University Law Center, 600 New Jersey Ave., N.W., Washington, D.C. 20001.

European Insurance Companies 1973. Published by Noyes Data Corporation. 250pp. $24.

This guide is designed as a reference volume to European insurance and reinsurance. It describes some 1,200 of the major insurance companies in 19 countries of Western Europe. Companies handling all types of insurance, including reinsurance, are covered, but those offering insurance not generally available to the public are not included.

Where available, the following data are listed: name, address, telephone and telex numbers, principal executives, income from premiums, claim payments, profits, number of employees, types of insurance underwritten, and subsidiaries and associates.

Write: Noyes Data Corp., Noyes Bldg., Park Ridge, N.J. 07656.

1973 Directory of Foreign Consulates in Chicago and Other Foreign Representation. Published by the Chicago Association of Commerce and Industry. 51pp. $2.

Updated annually, this pocket-sized directory lists the rank of office (Consulate General or Consulate) with pertinent information as to location, telephone number, office hours and jurisdiction.

A separate section lists organizations or representatives (with Chicago offices) having official or semi-official foreign government approval.

Also included are foreign trade definitions, a listing of local addresses of government and private local organizations which assist in world trade, and a guide on how to address dignitaries of government, royal or diplomatic rank.

Write: World Trade Division, Chicago Association of Commerce and Industry, 130 S. Michigan Ave., Chicago, Ill. 60603.

International Business Systems Perspectives. Edited and compiled by C. G. Alexandrides. 312pp. $6.95 paperback.

This collection of readings considers current developments in the applications of econometric analysis and quantitative methods to international business and world trade. It is designed to stress the importance of a systematic approach to the study of these subjects through use of simulation, model building and computer methodologies.

Write: Order Dept., Bureau of Business and Economic Research, Georgia State Univ., 33 Gilmer St., SE., Atlanta, Ga. 30303.

GATT Activities in 1972. Published by GATT. $2.50.

The multilateral trade negotiations that are to open under the auspices of GATT toward the end of this year provide the main focus of this publication. The report also refers at some length to another major matter before the GATT in 1972—the enlargement of the European Economic Community.

Write: GATT Secretariat, Villa La Bocage, Palais des Nations, 1211 Geneva 10, Switzerland.

Calendar For World Traders

June 5—New York—FCIB Luncheon & Round Table Conference on International Finance, Credit, Collection and Exchange problems, Summit Hotel, 12:30.

June 5 — San Francisco — Canada Trade luncheon, Room of the Dons, Mark Hopkins Hotel, 12:15. Sponsors: California Council for International Trade and World Affairs Council.

June 13 — New York — FCIB Publishers Export Credit Group luncheon meeting, Advertising Club, 1 p.m.

June 13-14 — New York — "Using Foreign-Based Insurance Companies and Free Trade Zones to Reduce Costs and Increase Profits," World Trade Institute. Contact: C. Moffit at 212-285-4452.

June 19—New York—FCIB Hardware-Automotive & Allied Trades Group luncheon meeting, Advertising Club, 12:30.

June 21 — New York—FCIB Food, Chemical & Drug Export Club luncheon meeting, Advertising Club, 12:15.

June 26-27—New York—"Floating Exchange Rates—Impact on International Financial Management," World Trade Institute.

June 27-28 — New York — "Strategies for Japan: How to Succeed in the World's Third Largest Market," World Trade Institute.

Worldwide Business Services

International trade specialists in the Department of Commerce and Foreign Service Officers in the U.S. Embassies and Consulates around the world are continually developing specific commercial opportunities through which American companies can find buyers, agents, partners or investors overseas. One of the major means for communicating these opportunities promptly and accurately to the U.S. business community is through the columns of this magazine.

The section that follows presents details about licensing and joint venture proposals, opportunities to sell to foreign firms and government agencies and appoint agents, and details on major construction and expansion projects.

Licensing, Investment Abroad

ZAMBIA — An industrial construction group currently manufacturing heavy duty pipe for the mining industry desires licenses or joint ventures for the production of **industrial items.** Firm has technical ability and machinery adaptable to wide range of manufacturing activities. Plant and Erection Ltd., P.O. Box 2044, Kitwe. WTDR. P-73381.

0913—INDIA—American partner sought to participate in **deep-sea fishing** off Coromandel Coast. Estimated initial investment is $1 million. U.S. partner to supply trawlers, latest technology in fishing and processing and market outlets. G. Shivaji, International Seafoods, Vadalamudi Post, Tenali R. M. S., Guntur District, Andhra Pradesh. P-73368.

2048—ITALY—Large producer of animal feeds seeks license to manufacture **liquid feed for cattle, dog and cat foods, and feeds used in trout breeding.** Company established in 1961. Ezio Martini, Fratelli Martini & C. S.p.A., 2614 Via Emilia, 47020 Longiano (Forli). WTDR. P-73367.

2084 — SPAIN — Joint venture sought to expand production and distribution of **ainseed brandies.** Small firm has been in business since 1919. Sales amounted to about $86,000 in 1972. Additional information available from Office of International Finance and Investment, BIC-287, U.S. Department of Commerce, Washington, D.C. 20230. Jeronimo Roldan Maza, Apartado Postal No. 17, Torreperogil, Jaen. WTDR. P-73369.

2211, 2221 — AUSTRIA — Firm seeks joint venture partner to manufacture **high-quality jacquard fabrics for outer wear, table cloth and home decorating materials.** Products to be sold in Austria and Western Europe. Established in 1971, firm produces 350,000 meters of fabric per year. Located in center of Austria's textile industry. Wilhelm Schmid, Schmid Jacquardweberei A.G., A-6811 Goefis Buettels 441, Austria. P-73347.

2284 — JAMAICA — Newly formed company seeks licensing arrangement to produce **cotton, nylon, rayon, crochet threads and threads for shoe, luggage and awning industries.** Firm wishes to import the hank and requires technical know-how on finishing processes to glaze, mercerize, dye and package. Neville Miller, P.O. Box 172, Montego Bay. P-73372.

2879 — ISRAEL — Firm wishes to acquire know-how through license or joint venture to formulate new preparations of **pesticides and agricultural baits.** Anticipates purchasing the basic chemicals from the U.S. partner. Firm would consider acting as agent initially, on condition of subsequent licensing or joint venture. Company now produces insecticides and baits, annual sales are in the range of $500,000, of which 70 percent are exports. Tamogan Ltd., 3 Hakhashmal St., Tel Aviv. P-73378.

3111 — KOREA — Joint venture or **bonded processing of raw cattle hides.** U.S. partner would supply precision tannery machines (splitting, sammying, shaving, buffing, setting, staking, pressing and measuring machines) and fixed supply of hides. Factory will be capable of tanning 200 cattle hides daily; located in industrial export zone. Chan B. Pak, president, Continental Leather (Tanning) Co., C.P.O. Box 5781, Seoul. P-73366.

3262, 3264 — INDIA — Trained ceramic technician and director of a well-known Indian firm seeks to establish a plant to manufacture **vitreous china tableware and steatite ceramics.** Plans to produce 1,800 m.t. of tableware for hotel industry and 500 m.t. of high alumina steatite ceramics and electrical industries. Desires American partner to provide technical know-how. Has letter of intent from Indian Government. Deepak V. Chauhan, 36 Nirman Society, Alkapuri, Baroda 5. P-73373. OPIC.

3312, 3442 — BRAZIL — Steel products group is seeking a joint venture with an American firm for the manufacture of **self-supporting ceilings and piles.** Company established in 1967 and has capital of $340,000. TECNOFER S/A Industria e Comercio, Rua Mexico 164, Rio de Janeiro, GB. P-73379. OPIC.

3312 — INDIA — Haryana State Industrial Development Corp. (HSIDC) desires American technical know-how for the **manufacture of 100,000 m.t. of sponge iron.** A consultant for the preparation of a detailed feasibility report on this venture is also desired. HSIDC is a public sector agency responsible for the industrial development of Haryana State. S. G. Sundaram, managing director, Sector 17-A, Post Box 22, Chandigarh. P-73383.

3312 — THAILAND — Promotional privileges for **flat steel products** are being granted once again by the Thailand Board of Investment. Projects eligible are cold rolled sheet from hot rolled coil with a production capacity of not less than 500,000 tons annually; hot rolled coil and various types of cold rolled sheet such as skelp, hoop and strip with a production capacity of not less than 700,000 tons annually; and steel with a production of not less than 1 million tons annually. Applicants for promotional privileges may submit applications until 4:30 p.m., July 31. A copy of the full text of this announcement is available from the Office of International Finance and Investment, BIC-287, U.S. Department of Commerce, Washington, D.C. 20230. Applications should be addressed to: Somporn Bunyagupta, secretary-general, Board of Investment, Mansion 2, Rajdamnern Ave., Bangkok. P-73380.

Licensing and investment proposals from foreign firms are listed in these columns. Specific product interests in each proposal are highlighted in bold type to facilitate identification and each proposal is preceded by the appropriate four-digit product number taken from the Standard Industrial Classification (SIC) Manual.

Background information on opportunities abroad and assistance on overseas investments are available from the Office of International Finance and Investment, BIC-287, U.S. Department of Commerce, Washington, D.C. 20230. "P" numbers should be used when responding to specific proposals.

WTDR indicates that a World Traders Data Report containing financial and background information on the foreign firm is available for $5 from the Department of Commerce, BIC-266, Washington, D.C. 20230, or from any Commerce Field Office.

OPIC indicates that the country involved is eligible for investment insurance coverage written by the Overseas Private Investment Corporation. Information regarding applicable coverage may be obtained from OPIC, Washington, D.C. 20527.

3531 — SWEDEN — License to manufacture **parts for mobile cranes.** American licensor should have established market in Scandinavia. Swedish firm seeks distribution rights for EEC, other markets. Currently manufactures and markets mining machinery, construction site elevators, mobile cranes. Sells in U.S. Sven Uddenberg, managing director, Linden-Alimak AB, Box 722, S-721 20 Vasteras. WTDR. P-73374.

3559 — GERMANY — License to manufacture **salt producing machinery** as adjunct to present line of desalination equipment. Also interested in any type of **steel fabrication** that would complement current operation. In addition, firm seeks to cooperate with U.S. companies engaged in **power plant construction** in Europe. It specializes in production of thermic equipment for both atomic and conventional power plants. Is part of Krupp group, employs about 1,200. Juergen Suesse, Fried. Krupp GmbH, Krupp Maschinenfabriken, Geschaeftsbereich Maschinenbau, Stephanikirchenweide 15, Postfach 9, 28 Bremen. P-73370.

3569 — POLAND — License to manufacture **centrifuges** for cleaning engine, other oils on ships. Should have capacity of 2,000-15,000 liters per hour. Zjednoczenie Przemyslu Lotniczego I Silnikewego PZL (Assn. of the Aviation and Engine Industry), Warszawa, Miodowa 5. P-73375.

3694 — SENEGAL — Seeks American manufacturer of **spark plugs** to assist in planning and construction of local plant for domestic and export sale of two million spark plugs annually. Desires raw materials, machinery and technical assistance. Societe Anonyme Bittar & Fils, 16 Ave. Jaureguiberry, Dakar. P-73376.

4222 — NICARAGUA — Government agency seeks joint venture to establish **tuna freezing plant and tuna boat servicing facilities** at the Port of Corinto. Oscar Zamora, Institute de Fomento Nacional, Apartado Postal 629, Managua. WTDR. P-73371.

7011 — SINGAPORE — Tenders for a thirty-year lease on a **hotel site** on Sentosa Island are being sought by Government of Singapore. Hotel, not to exceed 300 rooms, is to be constructed on a 20-acre site next to recently completed golf course. Site plans and other information are available for $40.52. Closing date for tenders will be noon, August 4. Sentosa Development Corp., 3rd Floor, Nehsons Bldgs., Peck Seah St., Singapore 2. P-73382. OPIC.

Licensing In U.S.

For additional information on opportunities to manufacture foreign firm's products in the U.S., write Commerce's Office of International Finance and Investment, BIC-286, U.S. Department of Commerce, Washington, D.C. 20230, (202-967-2248), referring to the appropriate file number.

GERMANY: Electronically controlled magnetic dosager pump. **File 2386**

GERMANY: Self-cleaning dirt filter for domestic or industrial water treatment. **File 2387**

GERMANY: Oil emulsion splitting plants for waste water treatment. **File 2388**

ITALY: Inflatable PVC boats. **File 2389**

NETHERLANDS: Large company offers recently developed micro-film retrieval system for 16 mm film clips. Instantaneous access to 300,000 clips. **File 2390**

NETHERLANDS: Automatic magnetic sheet recorder for data processing, cassette storage principle. Large firm. **File 2391**

SWEDEN: Shock pulse system for detecting damage to ball and roller bearings. **File 2392**

SWEDEN: Newly developed safety electric lamp socket to prevent shock from empty sockets. **File 2393**

SWITZERLAND: Electro-magnetic flowmeter designed for mass production. **File 2394**

SWITZERLAND: Reinforced plastic sheet roofing. **File 2395**

SWITZERLAND: Inventor offers new dispensing device for soap or shampoo. **File 2396**

SWITZERLAND: Pressure-wave massage device for therapeutic treatment. **File 2397**

AUSTRIA: Automated hospital bed with built-in water closet. **File 2398**

SWITZERLAND: Multi-purpose boring and recessing tools for large diameter boring and cylindrical cutting. **File 2399**

SWITZERLAND: Patented pneumatic or hydraulic chuck adaptable to conventional metalworking lathes. **File 2400**

Greece Investment Possibilities Identified

A report of investment possibilities in conjunction with the Greek Five Year Plan for 1973-77 has been summarized for public review.

This summary identifies investment needs in the fields of textiles and apparel, chemicals and allied products, forest products and paper, food and beverages, the mining and metals industries, and quarry products. It indicates where existing facilities are adequate, as well as where new facilities would appear feasible.

Copies of the report summary are available from the Office of International Finance and Investment, BIC-287, U.S. Department of Commerce, Washington, D.C. 20230. P-73365. OPIC.

German City Invites Industry

The North German City of Osnabrueck is seeking new industrial investment and has prepared a brochure describing its advantages for the industrial investor.

The brochure describes the town, its 150,000 inhabitants, its excellent highway, air and waterway systems, manpower availability, cultural attractions and provides details on industrial parks established to facilitate new industry.

Interested American investors may obtain a copy of the brochure from Dr. Bolko Schubert, Stadt Osnabrueck, Amt fuer Wirtshaftsfoerderung, 4500 Osnabrueck, Domhof 2, West Germany. P-73377.

Netherlands To Enforce Merger Rules Strictly

Rules of conduct applicable to all partners, including foreign partners, in a public offer for shares, or the preparation and effecting of a merger with any enterprise organized under Dutch law have been reaffirmed in a recent announcement by the Netherlands Social Economic Council. All foreign investors should be aware of, and follow these rules of conduct, which went into effect Sept. 13, 1971. Ignorance of these rules will no longer be considered an excuse for not applying them.

The rules consist of 35 articles, divided into five chapters. Copies of a 21-page booklet, in English, containing the rules can be obtained for Df1.50 (50 cents) from the Netherlands Social Economic Council, S.E.R., Commissie van Fusieaangelegenheden, Bezuidenhoutseweg 60, The Hague. P-73350.

Botswana Seeks Investors To Help Develop Industries

The Botswana Development Corp. (BDC) is seeking U.S. investors for various industries: **Mining**—kyanite, fluospar, silica sands, bentomite, limestone, asbestos, calcrete, talc, manganese, elemental salts, semi-precious stones, fire clays and ball clays; **Agribusiness**—tannery, cattle raising, meat processing, fruit and vegetable processing, edible and essential oils, seed multiplication, dairy, sericulture, feed stock-mill and karakul farming; **Manufacturing** — soft drinks, beer, laterex, motor vehicle assembly, electronic components and building materials.

Transportation and tourism—The BDC will assist investors in negotiations with other Government agencies, company registrations, license applications, pre-investment investigation, site selection and acquisition for industrial structures, and with either debt, equity or lease finance. Write to the Managing Director, Botswana Development Corp., Ltd., P.O. Box 438, Gaborones, Botswana. P-73348.

Egypt Offers Red Carpet To Tourism Investors

The Ministry of Tourism of Egypt has launched a general plan to encourage the development and expansion of tourist facilities. While currently enjoying a sharp increase in international visitors, it is hoped that new hotels of all classes, tourist villages, and other projects can keep pace with the growth.

The Ministry is prepared to cooperate with foreign firms in any projects they undertake. The degree of ownership is at the discretion of the investor, either a majority or a minority; it is expected that foreign currencies or equipment will be supplied by the investor with the Egyptian partner contributing all local costs. A five-year exemption from taxes and extensive import duty rebates for equipment and materials are also offered. The full text of these new plans may be secured from the Office of International Finance and Investment, BIC-287, U.S. Department of Commerce, Washington, D.C. 20230. P-73384.

Foreign Trade Opportunities

These trade opportunities are based on reports received from the U.S. Foreign Service by the Trade Opportunities Division, BIC-267, U.S. Department of Commerce, Washington, D.C. 20230. The commodities in which foreign firms have interest are indicated by the five-digit numbers and commodity classifications which are from the Standard Industrial Classification (SIC) Manual and the Numerical List of Manufactured Products, 1967 Census of Manufacturers, used extensively by Government and industry.

U. S. firms should be aware that the listing in Commerce Today *of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the Department of Commerce pursuant to the Export Administration Act of 1969. Applicable export licensing regulations must be followed.*

Every effort is made to include only firms or individuals with good ***reputations. However, the Department cannot be responsible for any trade relations.***

Abbreviations used are: I (importer); D (distributor); M (manufacturer); A (agent); R (retailer). To avoid delays, requests for loan material should specify the country, commodity and foreign government agency.

WTDR indicates that a World Traders Data Report on this specific firm is available for $5 from the U.S. Department of Commerce, BIC-266 Washington, D.C. 20230. A WTDR is a trade profile which contains commercial information, including financial references, on an individual foreign firm. Orders must include complete name and address of the subject firm and be accompanied by payment. Further information concerning WTDR's and request forms is available at local Commerce Field Offices.

The mark (•) indicates that this trade opportunity is a request for bids by a foreign government agency.

Direct Sales

Foreign private firms and government agencies are interested in direct purchases of these products. See also "Representations" listing.

Horticultural Specialties

01810 — BELGIUM — Seeds of tropical plants, indoor (green) plants; especially interested in canes of diffenbachua amoenia. Quote prices c.i.f. Brussels or Antwerp or c.o.d. P.V.B.A Goossens—Volckaert (nurseries, importers of seeds and plants, exporters), Antwerpsesteenweg 132, 9040 Oostakker.

General building contractors

•15200 — LIBYA — The Libyan Arab Republic's Council of Agricultural Development invites specialized international and local contractors to bid on building 864 farm houses in the Kufra area. Specifications and tender documents are obtainable, upon payment of LD 100 ($340) by June 14, from the Council of Agricultural Development, Prime Ministry Bldg., Al-Fatah Road, P.O. Box 190, Tripoli, or from the Executive Committee, Kufra Agricultural Auth., Benghazi. Bid deadline is July 21. Tenders should be accompanied by a guarantee of LD 100,000 ($339,575), and certificates of firms' qualifications and experience.

Heavy construction, except highway & street construction

•16200 — JORDAN — Civil works and miscellaneous items for installation of 2—33mw. steam unit power station. For tender documents, which will be available about June 1, contact the Jordan Electricity Auth., P.O. Box 2310, Amman, Attn: Mr. Ali Ensour, General Manager, or the Kuljian Corp., 1845 Walnut St., Philadelphia, Pa. 19103, Attn: T. C. Rudolph. There is a non-refundable charge of $115 for these documents. More sets may be obtained for an additional $50 apiece. The closing date for receiving these documents is July 1. The target date for commercial operation of this station, which is being funded by the International Development Association and Kuwait Fund, is January 15, 1976.

•16200 — LIBYA — The General Ports and Lights Corp. invites international firms specializing in port works registered at the Ministry of Housing and Utilities to bid for construction of the Marsa Brega Port (Tender No. 1-1973). The tender is indivisible. Interested companies may obtain, free of charge, a general description of the works from the Corporation (P.O. Box 648, Damascus St., Tripoli) or from the consulting engineers, Randall, Palmer and Treaton, 61 South Warwich St., London. Bid deadline is August 15. Bidders should also include information on previous works, qualifications of personnel and the firm's financial standing. Specifications and tender documents may be obtained for LD200 ($670) per copy. Tenders should be accompanied by a guarantee of LD100,000 ($339,575).

Meat products

20114 — JAPAN — 500 m.t. of pork, fatback, frozen; preferably cut to roughly post-card size. No preference as to thickness, color or age Quote either f.o.b. Los Angeles or c.&f. Japanese port, with delivery date each (soonest possible delivery desired). Payment by sight draft or L/C. Asian Sales Inc. (I, D), Okano Mansion, 8-5 Higashi 4-Chome, Shibuya-ku, Tokyo 150.

Canning, preserving foods

20310 — MALAYSIA — Canned abalone, mexican quality, packing 48 one lb. tins, 5 to 10 thousand cartons a year. Dried sharks fin, pectoral and dorsal fin, size 12 in. to 18 in. Quotations by ton desired. C&f Port Klang or Singapore. S. J. Low Bros. & Co. Pte. Ltd. (A), P.O. Box 528, Kuala Lumpur. Attn: K. C. Mong.

20310 — SPAIN — Canned, cured sea foods, all classes. Miguel Ortega, S.A. (I, D), General Oraa, 23, Madrid 6.

20320 — SPAIN — Canned specialties, all classes. Miguel Ortega, S.A. (I, D), General Oraa, 23, Madrid 6.

20330 — SPAIN — Canned fruits, vegetables, all classes. Miguel Ortega, S.A. (I, D), General Oraa, 23, Madrid 6

20332 — AUSTRALIA — Canned crushed or whole tomatoes in commercial pack. The Old Spaghetti Factory Pty. Ltd. (restaurant), 78 George St. North, Sydney, NSW 2000.

20350 — SPAIN — Pickles, sauces, salad dressings, all classes. Miguel Ortega, S.A. (I, D), General Oraa, 23, Madrid 6.

Bakery products

20521 — SPAIN — Crackers, pretzels. Miguel Ortega, S.A. (I, D), General Oraa 23, Madrid 6.

Confectionery

20710 — SPAIN — Confectionery products, all classes. Miguel Ortega, S.A. (I, D), General Oraa 23, Madrid 6.

Broad woven fabric mills, cotton

22111 — JAPAN — Cotton ducks (canvas), jeans, drills and shirtings. Meiwa Co., Inc. (I, D, exporter), Higashimachi Bldg., No. 112, Higashimachi, Kobe.

22116 — GERMANY — Drapery fabrics from cotton/staple fibers, gray goods, plain or structured, final width 120 cm. Offers should quote U.S. dollar prices. Requests product literature.

22117 — MALAYSIA — White cotton (cambric), 42 in. width in bales of 50 yds. Specify yarn composition. Monthly requirements 50,000 yds. Quotations c.i.f. Port Klang. Samples. Perbadanan Pemasaran Batek Bumiputra Bhd. (M, Exporter), 88 Jalan Bungsar, Kuala Lumpur 22-04. Attn: Encik Zulkifli Zainuddin.

22117 — SWITZERLAND — Cotton cloths, denims, corduroy, velvet for manufacture of jeans. Requests offers from original cloth manufacturers; length of rolls or coupons should be at least 50/60 yds. Boutique Crazy Jeans (I, D, R), Marterey 24, 1003 Lausanne.

Broad woven fabric mills, manmade fiber, silk

22211 — GERMANY — Lining fabrics (gray goods from rayon or acetate, final width 140cm.). Offers should quote U.S. dollar prices. Requests product literature. American Consulate General, Box 515, APO New York 09080, Attn: George L. Kelly.

22213 — GERMANY — Lining fabrics, rayon staple, brushed, for ties. Pfau-Krawattenfabrik, Mr. Jn. M. Jochum (M, D), 415 Krefeld 1, Uerdinger Str. 106-114.

22215 — GERMANY — 100% polyester or polyester blends tie fabrics. Pfau-Krawattenfabrik, Contact: J. N. M. Jochum (M, D), 415 Krefeld 1, Uerdinger Strasse 106-114.

Broad woven fabric mills, wool

22313 — SWITZERLAND — Woolen cloths, flannels, suitable for manufacture of jeans; requests offers from original cloth manufacturers; length of rolls or coupons should be at least 50/60 yds. Boutique Crazy Jeans (I, D, R), Marterey 24, 1003 Lausanne.

Yarn, thread mills, products

22810 — FRANCE — Yarn all kinds (cotton, silk & man-made fibers). Ets Textile de Villiers (M, D), Port de Lille —10E Rue, 59000 Lille (Nord).

22813 — SWITZERLAND — 10-20 m.t. annually spun-dyed acrylic yarns; 34-2 and 24-2 metric. Geiser Ag, Tentawerke, Attn: F. Geiser, Dir. (M), 3415 Hasle-Ruegsau.

Men's, youths, boys' furnishings, work clothing

23292 — SWITZERLAND — Cotton track suits, with, without hood, typical American college style. For resale. Merbose AG also offers license to manufacture its line of track and cross country skiing suits. Merbose A.G., Harry L. Gottlieb (M, I, D), Badenerstr. 812, CH-8048 Zurich.

Women's, misses', children's, infants' under garments

23412 — ICELAND — Ladies, children's underwear. Heildverzlunin Ingey H/F; Attn: Helgi Sigurdsson (I, A, D), P.O. Box 5070, Safamyri 19, Reykjavik.

23413 — ICELAND — Ladies', children's nightwear. Heildverzlunin Engey H/F, Attn: Helgi Sigurdsson (I, A, D), P.O. Box 5070, Safamyri 19 Reykjavik.

Fabricated textile products

23940 — SWEDEN — Tents, camping. The products being sought are to be sold in Volvo showrooms throughout Sweden. AB Volvo Attn: S. Evergard, Avd. 39300 (I, D, M), Box 404, S-401 26 Goteborg.

Sawmills, planing mills

24210 — AUSTRALIA — Builder of cottages seeks steady direct source of 250,000 sq. ft. grade 3 pine flitches; 150-000 sq. ft. factory grade Western red cedar. Firm would like flexible contract to help in planning. Shereline Manufacturing Pty. Ltd. (builder), 45-55 Tattersall Rd., Blacktown, NSW 2148. Attn: J. Nicholson, Mgr.

24212 — ICELAND — Douglas fir decking 3¼" by 5¼" from 16 ft. up to 30 ft. in length. Spec.: vertical green para 175A; allowing 15 pct. para. 175B; as per WCLIB rules. Slippfelagid I Reykjavik H/F; Attn: Mr. Thorarinn Sveinsson (I, M, R), Myrargata 2, Reykjavik.

24262 — JAPAN — Hardwood dimension stock for manufacturing golf clubs, shafts and heads. Seiwa International Inc. (I, A, D), 20 Araki-Cho, Shinjuku-ku, Tokyo 160.

Millwork, veneer, plywood, prefabricated structural wood

24325 — FRANCE — All types of veneer, mainly oak and walnut. Ober France (M, I, A), 55000 Longeville-en-Barois (Meuse).

Furniture, fixtures

25990 — AUSTRALIA — Specialized trollies etc. designed for hospitals. Direct purchase and agency. Active Trading Co. Pty. Ltd. (I, A), 87 Majors Bay Rd., Concord, NSW 2137.

Paper mills, products

26210 — ISRAEL — A) Wood free paper, 90 g.s.m. in reel; 50-70 cm. width; for manufacture of safety paper including MICR use. Quantity: 250-300 tons per year. B) Twisting opaque paper, 40 g.s.m. in reels; 50-70 cm. width for preparation of coated, twisting wrapping paper for candies. Quantity: 150-200 tons per year. C) White bank-post paper 40 & 42m in reels: 50-70cm. width for manufacture of coated wrapping paper for chewing gum. Quantity: 150-200 tons per year. A. Gellis Paper Products Co. (I, M, A), Hakishon 27, P.O. Box 324 Beni Brak. Inquirer also interested in purchasing any surplus stocks directly from plant.

26211 — GUATEMALA — Newsprint in bobbins or rolls. Catalogs, quotations requested. Papeleria E. Imprenta La Lectura (M), 2A. Calle 3-90, Zona 9; P.O. Box 565.

26217 — KENYA — Firm wishes to purchase for resale 2000 m.t. unbleached kraft packaging paper. 1000 m.t. to be bag quality, 1000 m.t. to be sack quality. Diameter of rolls must not exceed 36 in. Advise shipping schedule as well as price. Business Promotion Ltd. (I, A), P.O. Box 42134, Nairobi.

26218 — KENYA — Firm wishes to purchase for resale 2000 m.t. unbleached kraft packaging paper, bag quality. Diameter of rolls must not exceed 36 in. Advise shipping schedule as well as price. Business Promotion Ltd. (I, A), P.O. Box 42134, Nairobi.

Paperboard mills, products

26311 — KENYA — Firm wishes purchase for resale 2500 m.t. unbleached kraft packaging paper, corrugated medium. Diameter of rolls must not exceed 36 in., advise shipping schedule as well as price. Business Promotion Ltd. (I, A), P.O. Box 42134, Nairobi.

26311 — KENYA — Purchase for resale 4000 m.t. unbleached kraft linerboard. As customer is presently available, firm wishes to know delivery schedule as well as price. Advise whether product will be shipped from West, Gulf, or East Coast. Diameter of roll must not exceed 36 in. Business Promotion Ltd., (I, A), P.O. Box 42134, Nairobi.

Converted paper, paperboard products

26420 — ETHIOPIA — 500,000 each manila stationery envelopes, all sizes; will be ordered on continuous basis. Samples, price quotations c.i.f. Ethiopian ports requested. B. I. Surmeyan Commercial Printing Press Private Ltd. Co. (I, R), Haile Selassie I St., P.O. Box 209, Addis Ababa.

26431 — BAHAMAS — Plastic and/or paper shopping bags with or without printing. All sizes of bags with and without handles. Interested in acting as dealers with manufacturers; would order specific printing requirements for local firms. Mr. Pierre Dupuch, Executive Printers of the Bahamas Ltd. (I), P.O. Box N-4555, Nassau.

26432 — GUATEMALA — Cellophane in sheets, white and colored. Quotations requested. Papeleria E Imprenta La Lectura (M), 2 A. Calle 3-90, Zona 9; P.O. Box 565.

Greeting card manufacturing

27711 — KENYA — Purchase for resale a complete line of greeting cards. Cards designed to appeal to black Americans will be well received but traditional cards also required. Africa Book Services (East Africa) Ltd. (I, A, R), Jeevanjee St., P.O. Box 45245, Nairobi.

Industrial chemicals

28150 — SWITZERLAND — 100 m.t. of styrene monomer for plastics industry; offers to be submitted as soon as possible, c.i.f. Port Rotterdam. CTA Trading AG, Karl Von Euw (D), Haldenstr. 7, 6006 Luzern.

28183 — SWITZERLAND — 100 m.t. of vinyl acetate (monomer) for plastics industry; offer as soon as possible, c.i.f. Port Rotterdam. CTA Trading AG, Karl Von Euw (D), Haldenstr. 7, 6006 Luzern.

28190 — MEXICO — Phosphorous pentachloride (PCL5) to be used by pharmaceutical plant. 50 tons per yr. needed; approximate annual value of $20-30,000. Buyer would like price quotations f.o.b. Laredo, Texas as soon as possible; price is major factor in purchase decision. Fermentaciones Y Sintesis, S.A., Attn: Joe Martinez (M), Ave. Union 1528, Apartado Postal 142, Monterrey, Nuevo Leon.

Synthetic materials

28210 — TURKEY — Purchase on immediate basis 1000 tons polypropylene in granual form for production plastic bags. Requests pro forma invoice, earliest possible delivery dates. Isbir Sentetik Dokuma Sanayii A.S. (M), Izmir Yolu Cayir Hisar Mevkit, Balikesir.

28211 — PAKISTAN — Polypropylene and high density polyethylene granules. Polypropylene Products Ltd. (M), c/o Thal Jute Mills Ltd., P.O. Box 5366, Karachi-2. Cable: Thaljute.

28213 — ITALY — Copolymer, other plastic materials for temperatures near absolute zero (kel-f type). Aeronautical institute requires products for tracked air cushion research vehicle project. Main specifications are: double track vehicle; coach by means of active and passive suspension resting on two independent undercarriage with air cushion sliding shoes. Propulsion by single side linear induction motor. Istituto Di Aeronoautica Universita Di Palmera (Teaching and Research Institute) Viale Delle Scienze, 90128 Palmero.

28213 — JAMAICA — High density polyethylene for blow molding, detergent quality. Regular supply in 400,000 lb. lots needed every two to three mo. polyvinyl chloride for extruding garden hose. Requirement: 10,000 pound lots every two to three months. Quotations: c.i.f. Kingston. Togar Plastics Ltd. (I, M), 52A Church St., Kingston.

28213 — MEXICO — Styrene polymers, general purpose, medium impact, and high impact 100,000 kilos. Industrias Resistol, S.A., Plastics Div. (R, M), Press. Masaryk 61 11 Piso Mexico 5 D.F.

28213 — PORTUGAL — Vinyl and acrylic resins to be made into glues used in shoe, textile industries. Requests replies soonest as firm must complete purchase urgently. Gilaba—Maquinas e Productos Quimicos, Lda. (I, A), Rua do Monte Alegre, 34, Oporto.

28214 — TURKEY — Industrial phenol to be used in production of resins used by manufacturers of bakelite and formica goods. Present annual requirement of 200 tons may later be increased to 500 tons. Material reported to be in short supply in Europe. Delivery of 30-50 tons required as soon as possible. Karbokimya Endustri Ve Ticaret A.S. (M), Istasyon, Arkasi Sokak, Serdar Han No. 5, Sirkeci, Istanbul.

28219 — TURKEY — Fishing twine made from polyamide yarns by torsion. Gauge: 210/2 - 210/36; annual requirement: 120 tons; 60 tons required immediately for manufacture of fishing nets. Seeking price, delivery terms. Balik Agi Sanayi A.S. (M), Sultanhamam, Vasif Cinar Caddesi 92, Istanbul.

28220 — UNITED KINGDOM — Synthetic rubber sheeting, thickness 0.025/0.045 in. Basic material to be polyacrylate, shore hardness 70 degrees plus or minus 5 degrees suitable to resist lubricating oil at temperature of about 150 degrees C. Wishes to purchase about 25 tons annually in 5-ton consignments. Heston Rubber Products Ltd. (F. J. Collis, Mgr. Dir.) (D), Nelson Rd., Ystrad, Mynach, Hengoed, Glamorgan, South Wales CF8 7BP.

28230 — FRANCE — Cellulosic manmade fibers. Textile De Villiers (M, D), Porte De Lille—10E Rue, 5900 Lille (Nord).

28240 — FRANCE — Synthetic organic fibers. Textiles De Villiers (M, D), Port De Lille—10E Rue, 5900 Lille (Nord).

28242 — GREECE — Acrylic tops and staples. Athina Spinning & Weaving Mills S.A. (M), 43 Mitropoleos St., Athens.

28242 — TURKEY — Acrylonitrile. Sole producer of acrylic fiber in Turkey with annual production 9,000 tons to be increased to 16,000 tons on completion of planned expansion project. Firm desires quotations on supply of acrylonitrile, specifications can be obtained direct from firm. Shipments to be made in lots of 1,000 to 1,500 tons and to commence in early June. Also desires quotations on vinyl acetate; annual requirement: 750 tons, immediate shipment 500 tons desired; selection to be based on price and delivery terms. Aksa Akrilik Kimya Sanayii A.S. (M), Meclisi Mebusan Caddesi Inebolu Sokak No. 9, Kat 2, D.5-6, Kabatas, Istanbul.

Drugs

28312 — TAIWAN — Vaccines, human use. Great Union Trading Co., Ltd. (I, Exporter), P.O. Box 22192 Taipei.

28330 — NIGERIA — Chloroquine sulphate, 250 mg., capsules x 1000; chloroquine sulphate syrup, 5 litres; chloroquine sulphate injections, 2 mils. and 5 mls.; panace tamol 500 mg. tablets x 100; and chloral hydrate crystals. Quotations desired c.i.f., Lagos. Dr. C. O. Williams, Mgn. Dir., AMBA Laboratories (A, D), 30 Ikoyi Rd., Ikoyi, Lagos.

28332 — INDIA — Palmityle chloride for manufacturing chloramphenicol palmitate for own use. Annual requirement 10.5 tons. Specifications: 95% to 100% purity in terms of palmitoyl chloride content, hydrochloric acid content maximum 0.1%, and should be colorless and free from any other impurities. Shipments in 2 or 3 ton lots whichever is economical. Quote c.i.f. Calcutta. Dey-Se-Chem Ltd. (M), 8 Rifle Range Rd., Calcutta 700019.

28341 — TAIWAN — Pharmaceutical hormones for human use. Great Union Trading Co., Ltd. (I, Exporter), P.O. Box 22192 Taipei.

28347 — TAIWAN — Vitamins for human use. Great Union Trading Co., Ltd. (I, Exporter), P.O. Box 22192 Taipei.

28348 — TAIWAN — Antibiotic preparations for human use. Great Union Trading Co., Ltd. (I, Exporter), P.O. Box 22192 Taipei.

Chemical products

28930 — GUATEMALA — Printing inks. Quotations requested. Papeleria E Imprenta La Lectura (M), 2A. Calle 3-90, Zona 9; P.O. Box 565.

28993 — AUSTRALIA — Direct photo stencil emulsions for screen printing. Will require 500 gal. per yr. Direct purchase & agency. Edman Wilson & Co. Pty. Ltd. (I, A, M), 18 Whitting St., Artarmon, NSW 2064.

Plastic products

30795 — SPAIN — Plastic link chains for industrial use. Wishes catalogs, data on various applications to explore market potential. Klades (R), General Equia 27, Primero Izquierda, Bilbao.

Boot, shoe cut stock, findings

31310 — JAPAN — Findings, (buttons & buckles) for shoes; also, shanks for ski shoes. Seiwa International Inc. (I, A, D), 20 Araki-Cho, Shinjuku-ku, Tokyo 160.

Footwear, except rubber

31416 — JAPAN — 3,000-5,000 pairs of fur-trimmed leather moccasins, infant U.S. sizes 3, 4 and 5. Mink Magic K.K. (I, R), Roppongi Kyodo Bldg., 1st Fl. 5-1 Roppongi 5-Chome, Minato-ku, Tokyo 106.

31417 — JAPAN — Golf shoes. Matoi Kogyo K.K., Attn: Nishimura (I, A, D), No. 4 Ningyo-cho, 3-Chome, Chuo-ku, Tokyo 103.

Handbags, other personal leather goods

31720 — JAPAN — Key holders with decoration. Sanwa Cutlery Co., Ltd. (I, D, Exporter), 9-3, Iwamotocho, 3-Chome, Chiyoda-ku, Tokyo 101. WTDR in prep.

Glass, glassware

32290 — JAPAN — Glassware, art, decorative, tableware, and barware. Seiwa International Inc. (I, A, D), 20 Araki-Cho, Shinjuku-Ku, Tokyo 160.

32291 — NETHERLANDS — Kitchen glassware, including Pyrex, or equal, cooking dishes. Plans to attend National Housewares Show in Chicago July 9. Haagtechno-Kalorik B.V., Attn: Mr. Nagel (I, M, D), Rietveldenweg 60, P.O. Box 236, S'Hertogenbosch.

Glass products

32310 — AUSTRALIA — Specialized glass apparatus for hospitals. Direct purchase and agency. Active Trading Co. Pty. Ltd. (I, A), 87 Majors Bay Rd., Concord, NSW 2137.

Cement

32410 — SPAIN — Hydraulic cement. Spain is experiencing an extreme, probably short-term, shortage. The Government has suspended the 10% import duty and 11% compensatory import tax for three months and for up to one million tons of cement imports. Improco, S.A. (I, D), Juan Bravo 18, Madrid 6.

32410 — SPAIN — Hydraulic cement. See above entry on 32410—Spain. Anonima Hispano Industrial, S.A. (I, D), Almagro 15, Madrid 4.

Abrasive, asbestos, nonmetallic mineral products

32912 — KOREA — Nonmetallic bonded abrasive products, artificial and natural silicon carbide (carborandum) and aluminum oxide, 16 to 400 mesh. 50 m.t. each. Firm wishes to import for resale to local grinding stone and abrasive sand paper manufacturers; also wishes to receive c.i.f. quotation as soon as possible. Gold Star Trading Co., Byung-Kuk, Byun-Mgn. Dir. (I, A, D), C.P.O. Box 101, Seoul.

Steel mill products

●**33100 — BAHRAIN** — Manufacture, delivery, erection, and maintenance for 12 months of high voltage power cables and overhead lines comprising: a) 33 kv. underground cables (5.3 km.) 2 circuits; b) 66 kv. underground cables (7.3 km.) 2 circuits; c) 66 kv. double circuit overhead line on steel towers, approximately 10 km. Tender No. 2398/23. Bid deadline July 16. Ministry of Development and Engineering Services, P.O. Box 235, Manama, Bahrain. Tender documents available from Praeca, Carjew, Paston House, 165-167 Preston Rd., Brighton BN 1 6 AF, England.

●**33100 — THAILAND** — (1) Service wire type A; single core black insulation unit length 500 m. (2) Service wire type B; white sheath, unit length 500 m. (3) Service wire type C; white sheath, unit length 500 m. Tender no. MEA-PSD-298; bid deadline July 19. Purchases and Stores Dept., Metropolitan Electricity Auth., 121 Chakpetch St., Bangkok 2. Specifications available at above address for $6 per set.

33120 — JAPAN — Steel swimming pools for clubhouse use; 20 meters x 7 meters x 1.4 meters deep. Diamond Air & Sea Service Co., Ltd. (carrier), 2-1, Yrakucho, 1-Chome, Chiyoda-ku, Tokyo 100. WTDR in prep.

33121 — TURKEY — Foundry pig iron as per following specifications: C 3.5-4%; SI 3-3.5%; MG 0.5-0.8%; P 0.5-0.8%, S max. 0.05%. Annual requirement: about 7,000 tons. To be used in manufacture of enameled iron sanitary ware; delivery of entire quantity

Special Action

Each of the following trade notices is deemed to rate the special attention of American manufacturers and suppliers by the U.S. Commercial Officers overseas.

22960 — INDIA — Tire cord, nylon. Modi Rubber Ltd. (M), Modinagar, Uttar Pradesh.

28183 — INDIA — Rubber processing chemicals. Modi Rubber Ltd. (M), Modinagar, Uttar Pradesh.

28211 — SWEDEN — PVC—sheets to be used as outside covering of buildings. AB Interpares (I, D), Box 961, S-701 32 Orebro.

28220 — SWEDEN — Synthetic rubber and latex. Modi Rubber, Ltd. (M), Modinagar, Uttar Pradesh.

28911 — PORTUGAL — Vegetable proteins to be made into glues used in textile industry as sizing agents. Requests replies as soon as possible. Gilaba—Maquinas E Productos Quimicos, Lda. (I, A), Rua Do Monte Alerge, 34, Oporto.

31111 — PAKISTAN — Leather for making insole and lining of shoes (bark tanned, kip and hide split). Import Trade Agency (I), 6, Wazir Mansion, 1st Floor, Nicol Rd., Karachi. Would prefer to complete purchase arrangements before end of June.

32111 — JAMAICA — Louvre glass blades — dimensions: 3/16" thick by 6" wide by 24" length; 3/16" thick by 6" wide by 30" length; 3/16" thick by 6" wide by 36" length; in plain and opaque (pinhead morocco) quality and 3/16" thick by 4" wide by 24" length; 3/16" thick by 4" wide by 30" length; 3/16" thick by 4" wide by 36" length in plain and opaque (pinhead morocco) quality. Urgently request quotations c.i.f. Kingston. L. J. Williams Marketing Co. Ltd., Contact: Cecil Lai Fook (I, D, M), P.O. Box 373, Kingston. Urgently needs 5,000—10,000 blades or 25 to 30 cases of the 4" width in each of 24", 30", and 36" lengths, 3/16" thickness in plain quality as Jamaican market is in short supply this size. Requests telegraphic responses to LOUWILL, Jamaica or telephone Mr. Lai Fook 929-1230.

33176 — NETHERLANDS — Price quotations desired for 30 tons manraging steel, 18 NI 280, as extruded tubes with dimensions 37.74" inside diameter and 4.54" outside diameter and lengths approximately 20 ft. Urgent need and possibility repeat orders will follow if prices competitive. Van Doorne Transmissie, B.V.; Attn: Mr. R. W. Y. Van Blijenburgh (M), Eindhoven. (Telex 51085).

33177 — BELGIUM — Sheet and strip steel (tern-alloy coated). Prices requested urgently by telex 21.748 Contigea, Brussels. 400 tons per yr. Contigea S.A., Mr. G. Gallez, Mgr. Purchasing Dept. (M, I), Rue De Stalle 140, 1180 Brussels.

36215 — INDIA — Two diesel electricity generating sets. Specifications: capacity: 400kva, power factor: 0.8, cycles: 50, rpm 500, voltage: 400 to 500, phase: 3, engine fuel: ldo or hsd oil, start with compressed air. Requests replies as soon as possible, since firm is facing acute power shortage. M. Malik, Gen. Mgr. (Technical), Foremost Dairies, Ltd., (M), P. O. Box 103, Saharanpur, Up.

36515 — PORTUGAL — Hifi equipment: tuners, tape recorders, loudspeakers. Requests replies as soon as possible. Bonito Marcelino & Ca. Lda. (I, A, D), Praca D. Filipa De Lencastre, 22, Oporto.

requested during July-August 1973. U.S. suppliers should write or cable the firm quoting f.o.b. and c.i.f. prices. Dokumay A.S. (M), Esi Londra Asfalti, Bahcelievler, Istanbul.

33124 — TURKEY — (A) Stainless steel plates as per following gauges, standards and weights: gauge: 7mm, type: AISI 304, weight: 8,200 kgs.; gauge 6 mm., type AISI 304, weight 18,200 kgs.; gauge 5 mm., type AISI 304, weight: 8,500 kgs. (B) Hot-rolled steel plates as per following gauge, standards and weights: gauge 12 mm., type ST 42, weight 96,000 kgs; gauge 10 mm., type ST 42, weight 74,250 kgs; gauge 8 mm., type ST 42, weight 81,000 kgs; gauge 7 mm., ST 42, weight 124,000 kgs; gauge 6 mm., type ST 42, weight 38,500 kgs; gauge 5 mm., ST 37, weight 167,000 kgs. Aksa Akrilik Kimya Sanayii A.S. (M), Meclisi Mebusan Caddesi, Inebolu Sokak No. 9, Kat2, D 5-6, Kabatas, Istanbul.

Rolling, drawing, extruding of nonferrous metals

●33500 — CYPRUS — Manufacture, testing, packing and delivery of: a) 10,000 yds. underground cables of various sizes, 600/1000 volt, belted type, with copper conductors, paper insulated, lead covered, steel tape armored with extruded PVC oversheath. b) 20,800 yds. underground cables of various sizes 6350/11,000 volt, screened type, with copper conductors, paper insulated, lead covered, steel tape armored with extruded PVC oversheath. Tender No. 106/1973; bid deadline June 26. The Electricity Auth. of Cyprus, P.O. Box 4506, Nicosia. Tender documents available from the above address at a cost of $58 for a set of four documents.

●33500 — INDIA — Coaxial interruption cables, 52 6 km. Tender No. 8-1/73-MMD; bid deadline July 4. Director General, Posts & Telegraphs, Parliament St., New Delhi. Specifications available at above address at a cost of $2.75.

33511 — SWITZERLAND — Brass strips in coils; MS 63; annealed; tolerances according to DIN standards 20/0.8 mm; requirements 20 to 40 m.t. Metallwarenfabrik A. Schnegg (M), 2542 Pieterlen, Near Biel.

Nonferrous foundries

33610 — AUSTRALIA — Specialized aluminum utensils for hospitals. Direct purchase & agency. Active Trading Co. Pty. Ltd. (I, A), 87 Majors Bay Rd., Concord, NSW 2137.

Fabricated structural metal products

34492 — ICELAND — Pre-fabricated building to be used as fish processing and freezing plant. Four buildings, one with ground floor 35m x 37m, one 15m x 60m plus 15m x 15m, one 30m x 30m, and two story building with ground floor 10.8m x 60m. Immediate delivery. V. Sigurdsson & Hallgrimsson H/F (I, A, D), P.O. Box 1297, Laugavegl 15, Reykjavik. Cable STEELTREE.

Metal stampings

34614 — AUSTRALIA — Specialized stamped and pressed metal hospital utensils. Direct purchase & agency. Active Trading Co. Pty. Ltd. (I, A), 87 Majors Bay Rd., Concord, NSW 2137.

34615 — NETHERLANDS — Pots and pans, stainless steel, copper, other. Planning to expand present sales line of small electrical appliances to include complete assortment of non-electrical kitchen utensils. Plans to attend National Housewares Show in Chicago July 9, if interesting contacts can be developed. Haagtechno-Kalorik B.V., Attn: Mr. Nagel (I, M, D), Rietveldenweg 60, P.O. Box 236, S'Hertogenbosch.

Fabricated metal products

34990 — KENYA — Inexpensive line of sports cups, trophies and badges for schools, clubs; also interested in more expensive trophies for sale to sports associations, country clubs, etc. Africa Book Services (East Africa) Ltd. (I, A, R), Jeevanjee St., P.O. Box 45245, Nairobi.

Engines, turbines

●35100 — ARGENTINA — Design, manufacturing, supply, commissioning and putting into service of 12 Kaplan turbines and corresponding 135-mw. generators and auxiliary equipment for the Salto Grande Hydroelectric Project. Tender number SG 02; bid deadline August 1. Comision Tecnica Mixta de Salto Grande, Cerrito 264, Piso 4, Buenos Aires. This is a joint Argentine-Uruguayan project.

Construction, mining, materials handling machinery, equipment

●35300 — ARGENTINA — Construction, supply, and putting into service seven portal cranes. Contact Ministerio de Obras y Servicios Publicos—Marina Mercante—Administracion General de Puertos, Av. Pte. J. A. Roca 734, Piso 10, Buenos Aires. Bid number 40/73; bid deadline July 26. Specifications available for $20 from above address.

35310 — TURKEY — Cooperative wishes to purchase road grader. Requests information, c.i.f. and f.o.b. prices, payment terms. Price probable basis for purchase decision. Koy E. Belediyfler Toplum Kalkinmasi Birligi (cooperative), Akhisar Kaymakamligi, Akhisar.

35319 — FRANCE — Bolts and nuts for all makes of earth-moving machines. Direct purchase & agency. Ets Vilber Lourmat (M, D, I), 33 Rue Des Cordelieres, 75013 Paris.

35322 — ZAMBIA — Crushing machinery to crush salt from rock. Rycus Air Ltd., Attn: C. Griffith, Commercial Dir. (I, M, D), P.O. Box 2119, Kitwe.

35323 — MAURITIUS — Seeks primary

jaw crusher for crushing basalt stone. 60" x 50" size complete with motor, starter and heavy duty feeder. Approximate cost $200,000 to $300,000. Hopes for six-month delivery. Ireland-Blyth Eng. Ltd. (Stone Crushing Plant), Port Louis.

Metalworking machinery

35410 — UNITED ARAB EMIRATES Pipe threading tools and machinery. Firm interested in suppliers of machinery for threading pipe to API specification for petroleum industry; also wishes "Hobbs mills end" which described as automatic thread cutting implements. WTDR 12/72. Mr. Gordon Wall, Eng., Galadari Eng. Works (machine shop), P.O.B. 355, Dubai.

35411 — ARGENTINA — Eight in. horizontal boring machine for use in manufacture of case steel valves used in water supply, sewerage disposal, petroleum and gas industries; estimated value $100,000-$400,000. Purchase decision will be made principally on price, reasonable delivery terms; purchase is to increase plant capacity and efficiency in an expanding market; purchase during next 12 months. Moto Mecanica Argentina S.A. I.C. (M), Ruta Nacional NR 8, Km. 20.700, Casilla de Correo 46, San Martin Prov. of Buenos Aires.

35415 — TURKEY — Two semi-automatic copying lathes and two center grinders for manufacturing 600 engine valves on 8 hr. operation basis; one crankshaft welder, one crankshaft balancing machine, one ultrasonic test machine for controlling crankshaft crack detection, one crankshaft straightening press. Enver Ve Bahattin Kayali Koll. Sti. (M), Karagonz Caddesi 23, Gaziantep.

35421 — SPAIN — Copper tube bending and forming machines. Frica, S.A. (M), Carretera De Andalucia KM. 24,500—Valdemoro, Madrid.

35422 — INDIA — One extrusion press, new or used and reconditioned, for nickel alloy products including nickel silver, cupro nickel and monel in form of tubes, rods and other shapes. Annual productive capacity of press 1,500 to 2,000 m.t. Size of press ranging from 800 to 2,000 m.t. Equipment required for nickel alloy manufacturing plant to be set up in Bombay area and for which Poddar holds Indian Government license. Desires price quotation c.i.f. Calcutta, equipment catalogs. Plans New York visit June 6 and 7; can be reached at Waldorf Astoria. S. K. Poddar (M), Hong Kong House, 31 Dalhousie Square South, Calcutta 700001.

35422 — ITALY — One oil-hydraulic horizontal extrusion press for aluminum and its alloys. Pandolfo Alluminio S.P.A. (M), Via Milazzo 24, 35100 Padova.

35423 — SPAIN — Die casting machinery. Frica, S.A. (M), Carretera De Andalucia KM. 24,500—Valdemoro, Madrid.

35423 — TURKEY — Machinery for manufacturing steel or iron bolts and nuts. Bolt gauges from 4 mm. - 12 mm., bolt lengths from 70-80 mm. Annual requirement: 250-300 tons bolts and about 100-150 tons nuts to be used in various industries. Bolt and nut making machinery may consist of separate machines or one integral unit, if available. Prices, catalogs requested for completion of feasibility study required to obtain number of incentives from the Government. If project is approved, machinery will be purchased in 1974. Civtas Civata Imalat Sanayi Ve Ticaret A.S. (M), Unkapani, 1 M.C. 1 Block, No. 1338, Istanbul.

35485 — DOMINICAN REPUBLIC — Machinery for manufacturing metal hairpins (standard size between 4 and 7 cm.); capacity 1000 pins per minute. Casa Alfa, C Por A (I, A), Apartado 696, Santo Domingo.

Special industry machinery

●**35500—ALGERIA**—Two turnkey plants plus modernization of existing factory to produce asbestos-cement pipes and wallboards. New factories to be built at Bordj-Bou-Arreridj and Oran and third factory at Algiers to be modernized. Submissions include study, engineering, construction, start-up and initial management. Correspondence in French required. Tender "Project Amiante-Ciment"; bid deadline July 23. ANMC, Direction Engineering et Developpement, Route Blida, Rue de Constantine, Kouba, Algiers 52812. French tender documents from above address at 200 DA (about $50). Offers must be "Turnkey-Contract," and sent registered mail to ANMC 17 Rue Hamani, Algiers.

35520 — ISRAEL — Cloth spreading machine. Rocil (E, M), 90 Allenby St., Tel Aviv.

35521 — GREECE — Complete cotton spinning mill, 20,000 spindle capacity, with 3,000 ton annual production of cotton yarn, 50 percent carded. Total cost estimated at approximately $4 million. Will process cotton produced in Serres region which is growing center for cotton production. Decision to be made on basis of price, credit terms. St. Vezyryannidis & I. Moisiades Co. (M), 9 Ioustinianou St., Serres.

35521 — GREECE — Complete cotton spinning mills with 20,000 spindle capacity and annual production of 3,500 tons; 1500 HP plant. Planned completion date of mill March 1975 and firm prepared place order as soon as possible depending on price and financing arrangement. Athanasios Saralekos & Co. (M), 10 Karaoli St., Xanthi.

35521 — GREECE — Complete cotton spinning mill, 20,000 spindle capacity. Interested in direct purchase and overall package proposal for entire project. Decision to be made on basis of price, credit terms. Hadjiathanasiades Bros. (M), 3 Vas. Constantinou St., Serres.

35521 — PAKISTAN — 75 looms for polyester cotton-cloth, 25,000 spindles and high speed combers capable of processing 18,000 pounds of cotton per day. KTM, Pakistan's largest textile mill with 100,000 spindles, 2,000 looms and 42 slow-speed combers, intends to replace American spindles 20 years old. Request catalogs, prices, visits from U.S. firms. Kohinoor Textile Mills (I, D, M), Kohinoor Nagar, Lyallpur.

35521 — PAKISTAN — One raw wool scouring plant, capacity 15,000 lbs. per eight hr. shift and one semi-worsted spinning plant capable of spinning woolen yarn 4 to 16 mn. counts used in manufacturing of rugs, carpets; capacity 1,000 lbs. of yarn per eight hr. shift. Requests quotations, catalogs, earliest delivery terms. Khawaja Khuda Baksh & Co. (D, M), P.O. Box 38, Water Works Rd., Multan City.

35531 — BOLIVIA — Reconditioned laminating machine, for making plywood from mahogany logs. Tomas Hackett (cattle rancher, I, D), Casilla 1189, Santa Cruz.

35552 — GREECE — Second-hand wallpaper printing machine. Carbo Technik —G. Kouris & Co. (M), 4 Voulis St., Athens 125.

35552 — GUATEMALA — Paper cutting transversal electrical machine; daily capacity: 4/5 tons (four or six 54" rolls), 220v-60c/ac. New or rebuilt. Catalogs, quotations requested. Papeleria E Imprenta La Lectura (M), 8A. Calle 3-90, Zona 9; P.O. Box 565. WTDR 10/72.

35552 — JAMAICA — Platemakers, preferable flip-top 23" x 27" and up, comparable to NUARC; light tables for stripping, sizes 18" x 22" up to 30" x 40"; perforating machines. Brochures, quotations, c.i.f. Kingston requested. Firm seeks exclusive distributorship. Sells and services printing equipment and supplies locally. L. J. Williams Marketing Jamaica Ltd., Contact: Cecil Lai Fook (I, A, D), 2 Marcus Garvey Dr., Kingston 15.

35552 — KOREA — Complete set of machinery for hard cover book binding. Catalogs, c.i.f. quotations requested. Pyung Hwa Dang Printing Co., Hae Kun, Oh-Mgn. Dir. (Printing & publishing), 60 Kyunji-Dong Chongno-Ku, Seoul 110.

35591 — TURKEY — Machinery for processing 7.060 tons crude tall oil per yr. for conversion first into rosin and eventually to fatty acids for use in soap, other local industries. Tall oil to be obtained from sulphate soap available as waste from local paper plants. Proposals have been received from continental suppliers. Agac Yaglar Sanayii A.S. (M), Meclisi Mebusan Caddesi, Tutun Han 147/2, Kabatas, Istanbul.

35591 — ZAMBIA — Plant to produce chlorine gas and caustic soda through electrolysis of brine; plant to convert chlorine gas into pellets through absorption into limestone; rock salt or any other salt to be used in chlorine gas processing. Rycus Air Ltd., Attn: C. Griffith, Commercial Dir. (I, M, D), P.O. Box 2119, Kitwe.

35592 — AUSTRALIA — Machinery, equipment to produce cast iron pipe and fittings for plumbing industry including furnaces, casting equipment, moulding machinery. Capacity should be up to 40 casting tons per day with equipment capable producing pipe in lengths up to 12 ft. and diameters up to 15 in. Co. Dir. J. R. Galvin will travel to U.S. to view equipment in use. Utilizing locally produced pig iron Galvin intends become first cast iron pipe producer in State of Western Australia. U. S. suppliers should point out pollution control equipment available. J. R. Galvin, Dir. (D, M), Roy Galvin & Co. Pty. Ltd., 229-233 William St., Perth, Western Australia.

35593 — TURKEY — Plastic bottle making equipment to produce 1500 to 2000 one-liter PVC (polyvinylchloride) bottles per hour. Bottles to be used for edible vegetable oil for domestic market. Firm is long-time olive oil, cotton, linter, and oil cake processor and exporter; now in process of establishing bottle-making and vegetable oil bottling installation. Price quotations, descriptive materials, suggested plant layout, and data

on number of machines necessary for target output requested. Firm already in contact with European firms and plans to make purchase decision in next four months. B.A. Gomel Ve Surekasi Komandit Sirketi (M, Exporter), Gazi Bulvari No. 40, Izmir.

35594 — GUATEMALA — Complete plant for manufacture of rubber gloves for domestic use, including stainless steel tanks with agitators for latex, conveyors, molds (porcelain or stainless), vulcanizing ovens, flock applicators and packaging equipment; 220V-60C/AC. Catalogs, quotations requested. Julian Presa F. (M), Edificio Panamericano 508, 13 Calle 6-77, Zona 1.

35595 — ARGENTINA — Four machines required to re-equip production line for men's leather shoes, as follows: one back-part moulding machine; one pulling-over machine, for mounting upper on last; one heel-lasting machine; and one sole-attaching machine. Decision will be based principally on price and delivery terms; purchase expected within next few months. Crispe Saic (M, D, R), Avenida La Plata 731, Buenos Aires.

35595 — ARGENTINA — Polishing machines for marble, granite, other stone. Correspondence in Spanish. Requests descriptive literature, price lists, quotations for immediate purchase. Agustin Prieto E Hijos S.C.A. (M), Calle 104 No. 1061, Santa Rosa, Province La Pampa.

35595 — AUSTRALIA — Machinery to manufacture pool, billiard, and snooker balls. G. E. Morton. (R, lessor of coin-operated amusement equipment), Leisure & Allied Indus. Pty. Ltd., 259 Hay St., East Perth. 6000.

35595 — JAPAN — Shoe manufacturing machinery, equipment. Seiwa International Inc. (I, A, D), 20 Araki-Cho, Shinjuku-ku, Tokyo 160.

35595 — PAKISTAN — One cotton baler and press for pressing raw cotton and raw wool into standard size exportable bales with capacity of 25 bales per hr. Requests quotations, catalogs for baling press with earliest delivery terms. Khawaja Khuda Baksh & Co. (D), P.O. Box 38, Water Works Rd., Multan City.

35595 — PAKISTAN — Machinery for making, glazing, cutting, washing, drying, filling, sealing, printing of ampoules. For expansion of present facilities. Lab-Service Industries (M), 335 Daulat Gate, Multan.

35595 — PORTUGAL — Pollution control equipment. Mesgue-Sociedade de Estudos e Importacoes, Lda. (I), Rua Ramalho Ortigao 18-1 E., Lisbon 1.

35595 — TURKEY — Quotations as soon as possible for complete line cottonseed oil extracting machinery. Plant to have daily capacity of 200 m.t. Naci Girisken, Erdal Girisken Pakyag Ve Ortakiari Komandit Sirketi (M), Bossa Binasi Kat 4 Adana.

35595 — TURKEY — Machinery and equipment to produce 1500 gaskets daily, using wood cutting block with steel edges. Would be first of its kind in Turkey and would supply locally made GMC trucks and Fiat, Renault, and Ford cars. Firm already in contact with Danish company, and plans to make purchase decision in two months. Requests bids in form of pro forma invoices showing necessary amounts and prices of machinery, payment terms, power requirements, erection costs, descriptive materials, preliminary plant layout, and raw material requirements. Etap Makina, Kalip, Ve Plastik Sanayi Anonim Sirketi (M), Gazi Bulvari 72/B, Izmir.

General industrial machinery

35690—PAKISTAN—Two complete lines of 90mm extruders, plus related stretching, winding and weaving equipment to manufacture per yr. 10 million bags with blown polyethylene liners for packaging urea fertilizer. Bags would be 40 by 22 in. for 50 kilograms fertilizer. Catalogs, descriptive materials requested. Polypropylene Products Ltd. (M), c/o Thal Jute Mills Ltd., P.O. Box No. 5366, Karachi-2. Cable: Thaljute.

Office, computing, accounting machines

●35700—AUSTRALIA—Supply of data processing equipment and development of application systems. Tender No. Contract 73/27; bid deadline June 25. Specifications available from the Maritime Services Board of New South Wales, Circular Quay West, Sydney, NSW 2000. When specifications are received, they will also be available from the Science and Electronics Division, BCABP-466, Room 1128, U.S. Department of Commerce, Washington, D.C. 20230, ★(202-967-2939).

Service industry machines

35811 — AUSTRALIA — Coin-operated golf ball dispensing machines. W. E. Barter, Mgr. (Country Club), Rosehill Country Club, P.O. Box 17, Guildford.

35811 — BELGIUM — Automatic merchandising machines, coin-operated, for soft drinks. Wouters S.N.C. (R), 442 A Rue Bossontienne, Lesves, Namur.

35820 — JAPAN — Washing unit: twelve coin-operated washing machines; five kilograms tank capacity, spin cycles, 100 yen coin slot, 450 cycles per minute, 100 voltage, 50 cycles. Seven drying machines: gas powered, electric heated, 10 kilograms capacity, attractive outside finish, and appropriate hot water system. Nihon Coin Cleaning Systems K.K., David L. Jones; Pres. (I, D), 16-19 Ookayama 1-Chome, Meguro-Ku, Tokyo 152.

35891 — FRANCE — Mobile commercial cooking equipment for kitchen and cafeteria. Hotel Meridien, Attn: Mr. Romieux, Chef Des Achats (I, Hotel), 13 Square Max-Hymans, 75015 Paris.

35892 — PORTUGAL — Sewage purification and water treating equipment. Mesgue-Sociedade de Estudos e Importacoes, Lda. (I), Rua Ramalho Ortigao 18-1 E., Lisbon 1.

Electric transmission, distribution equipment

●36100—ARGENTINA—Provision of following electric equipment for the Reconquista Transformer Substation: metal-clad switchboard with 43 switch cupboards; internal metal switchboards for control, sign and measuring systems, with corresponding panels; single-pole isolating switches of 630 A-132 KV; single-phase tension transformer; 132 KV wall and vertically supported insulators; bus bars. Power supply is direct current. Specifications available from Compania Caboto 930, Piso 1, Buenos Aires for $15.

● 36100 — NEW ZEALAND — Supply and delivery of two 50/100 MVA 220/110 KV 3-phase OLTC auto-transformers or alternatively four 33.33 MVA 127/63.5/11 KVI-phase OLTC auto-transformers. Tender No. 600, bid deadline July 10. Secretary, N.Z. Electricity Dept., P.O. Box 12144, Wellington North. When received, specifications available on a short-term loan basis to firms domiciled in the U.S. from Transportation and Capital Equipment Div., BCABP-464, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-5593).

Electrical industrial apparatus

36214 — UNITED KINGDOM — Alternators, 1.25KVA to 3 KVA, 50HZ, 3,000 rpm. Dual voltage 115-230/240; output, single phase, suitable for close coupling to Briggs & Stratton engines, or equal. P. A. Bristow & Co., Attn: P. A. Bristow (M, D), 25 A High St., Heckington, Sleaford, Lincs.

36220 — PORTUGAL — Controls and regulators, industrial. Mesgue-Sociedade de Estudos E Importacoes, Lda. (I), Rua Ramalho Ortigao 18-1 E., Lisbon 1.

36290 — ITALY — Superconductive materials and products. Istituto Di Aeronautica Universita Di Palermo (Teaching and Research Institute), Viale Delle Scienze, 90128 Palermo. See listing under 28213—ITALY.

Household appliances

36312 — SWEDEN — Barbecuers & grills, gas. AB Volvo Attn: S. Evergard, Avd. 39300. (I, D. M), Box 404, S-401 26 Goteborg.

36343—EL SALVADOR—Electric household appliances: blending, mixing and liquefying machines, flat-irons, etc., for direct purchase and subsequent retailing. Correspondence in Spanish requested. Sergio Amilcar Carranza, Almacen Telecentro (I, R), Calle Libertad Poniente No. 6 Santa Ana.

36360—KOREA—Desires to purchase 100 industrial sewing machines and to represent U.S. makers of such equipment. Sangjin Business Corp., Yong Kwon Kim Exec. V.P. (I, A, M), Room 607, Sung Boh Bldg., 92-3, 2-Ka, Myung-Dong, Chung-Ku, Seoul.

Radio, television receiving sets

36511 — PORTUGAL — Automobile radios; auto cartridge players; auto cassette players. Requests replies soonest, as firm must complete purchase arrangements urgently. Bonito Marcelino & Ca. Lda. (I, A, D), Praca D. Filipa de Lencastre, 22, Oporto.

36514—SOUTH AFRICA—Portable record players. Phenship (S.A.) (Pty.) Ltd. (I), Progress House, 41 Buitenkant St., Cape Town, Cape Province.

36514 — UNITED KINGDOM — Tape cassette slave units for home and in-car entertainment. Decca Radio & Television, Attn: R. Stepney (M), Golf Course Lane, Hinckley Rd., Leicester.

36520 — PORTUGAL — Cassette stereo deck; stereo tape deck; tape deck 4 channel record; tape deck 4 channel record and playback; tape-cartridge 4 channel quadriphonic prerecorded; tape-cartridge stereo pre-recorded; blank tape cartridges; cassettes C30 C60 C90 C120 prerecorded and blank. Requests replies soonest, as firm must complete purchase arrangements urgently. Bonito Marcelino & Ca. Lda. (I, A, D), Praca D. Filipa de Lencastre, 22, Oporto.

Communication equipment

36622 — CANADA — Radio and television transmitting, signaling and detection equipment and apparatus—TV cameras, video switches, panels, audio switches. Has technical capability for installation, maintenance. Tele-Tech Electronics Ltd.—John Kirkpatrick, Pres. (D), 15 McCulloch Ave., Rexdale (Toronto), Ontario.

Motor vehicles, equipment

37141 — GREECE — Firm imports and wholesales parts, accessories. Desires to locate U.S. sources, automotive filters for passenger cars, trucks, and tractors. Requests descriptive material, price lists. Direct purchase & agency. Nestor Tzourdas (I, D), 7 Kerdilion St., Thessaloniki. WTDR 5/73.

37141 — SOUTH AFRICA — Automobile accessories. Phenship (S.A.) (Pty.) Ltd. (I), Progress House, 41 Buitenkant St., Cape Town, Cape Province.

Aircraft, parts

37210 — TURKEY — Wishes prospectuses, delivery terms, schedules, price information on two 15 to 25-passenger aircraft. Planes, which must be able to take-off and land on short runways, would ferry tourists on short runs between provincial capitals of Izmir and Mugla and Aegean tourist areas. Mugla Valiligi (govt. agency), Mugla Valiligi, Mugla.

37213—GHANA—Aircraft, complete, for cargo hauling service. One aircraft with multi-jet or turbine (former preferred) propelled engines with cruise speed in excess of 300 knots and 28,000-kilo payload (plus or minus 4,000) with swing-tail and roller conveyor for pallettized cargo loading/offloading facilities. Proposal calls for either direct purchase from manufacturers or through business credit institutions/agencies on a lease-purchase basis. Quotations covering landed cost of aircraft and operation insurance premium should include provision for two crews comprising pilots, engineers, navigators and loadmasters; servicing and maintenance; and adequate spares. Provision should also be made to supply substitute aircraft in event aircraft must undergo major repairs. While no figures for estimated earnings were given, flying cost should approximate $500 per flight hour. Firm prepared to make monthly installments of $15,000 in convertible currency beginning three months from delivery. Pioneer Air Charter Services Ltd. (Air Cargo), P.O. Box 8101, Kotoka International Airport, Accra.

Ship building, repairing

37310—NIGERIA—Water buses; 50 to 60 ft. in length; 10 to 12 ft. beam; 2½ ft. draft; steel, aluminum or fiberglass hull; 40 to 50 seat capacity with baggage area for one ton of cargo or with removable seats for versatility, twin diesels approximately 100 h.p. each, preferably GM or Caterpillar or equal, because of available local service; speed 16 to 20 mi. an hr.; fuel capacity 50 gals. per engine; weather proof but not totally enclosed in glass; toilet facilities at stern; lighting and accessories; fall down bow loading desirable. Initial requirement for 5 to 10 units. Would be prepared to visit U.S. to negotiate purchase contracts. L. M. Cox, Mng. Dir., Angus and Partners Ltd. (I, D), P.O. Box 2031, Lagos.

37313 — ARGENTINA — Used fish-factory ships of 1,000 net tons. Interested in receiving quotations which include complete information on ship's condition and delivery terms. Since sale would have to be financed, potential suppliers should provide information on financing terms. Aurora Austral S.A. (Commercial fishing), Av. "A" Puerto, Mar Del Plata, Prov. Buenos Aires.

37320 — TURKEY — Wants prospectuses, delivery terms, schedules, price information on 100 to 150-passenger hydrofoils. Purchase of one or possibly two hydrofoils would be made within one year and would be partially financed with state credits. Mugla Valiligi (government agency), Mugla Valiligi, Mugla.

Railroad equipment

●**37400—SENEGAL**—Supply of railway track (79 lbs./36 kgs.) weight standard for 175 km. of railway line to be renewed with longer welder rails and concrete sleepers. Financed by $9.6 million IDA loan. Bid deadline June 21. Delivery to Dakar four to seven months after notification. Specs. available in French for DVA Francs 25,000 ($110) from: Direction de la Regie des Chemins de Fer du Senegal, Cite Ballabey a Thies, Senegal.

Transportation equipment

37991 — SWEDEN — Collapsible camping trailers. AB Volvo, Attn: S. Evergard, AVD 39300 (I, D, M), Box 404, S-401 26 Goteborg.

Surgical, medical, dental instruments

38410—GREECE—Disposable anaesthetic equipment for sale to hospitals, private clinics. Will purchase initial ten sets for donation to local hospitals to create market and estimates considerable potential for follow-on sales. Kyriaki Asteriades (I, A, D), 53 Egnatia St., Thessaloniki.

Photographic equipment

38610 — CAMEROON — Photographic equipment, accessories. Send quotations for darkroom supplies and equipment, inexpensive 35mm SLR cameras, slide projectors, etc. Pan African Institute for Development (PAID) (Advanced Training Institute), Rick Carron, B.P. 4078, Douala.

38613 — CANADA — Photographic equipment and supplies: Tripods for TV studios; for resale to commercial and educational institutions. Tele-Tech Electronics Ltd.—John Kirkpatrick, Pres. (D, Dealer), 15 Mcculloch Ave., Rexdale (Toronto), Ontario.

38613 — PAKISTAN — Complete set of apparatus, equipment for exhibiting 35 mm motion pictures. Requests quotations, catalogs. Mirza Mehdi Hasan. House No. 107, Main Rd., Nawanshehr, Multan.

Jewelry, silverware, plated ware

39314 — SWITZERLAND — Drums, percussion instruments, drummer outfits for jazz and entertainment bands for resale. Franz Emmenegger, Drummer Shop (I, R, drummers school), Roesslimatt, CH-6005 Luzern.

Toys, amusement, sporting goods

39410 — BELGIUM — Wooden, metal, plastic and stuffed toys for resale in Belgium, France, Germany. Quote prices c.i.f. Antwerp or f.o.b. New York indicating cubic measurements and weight. N.V. J.M.L., J. P. Lallement, Mgn. Dir. (I, D), Spechtendreef 37, Halle 2241.

39410 — GERMANY — Technical sophisticated educational toys, model kits and others from all materials. Baeumner GmbH. (I, D), 23 Edertalstr., 3559 Hatzfeld.

39410 — KENYA — Educational toys, games for children. Africa Book Services (East Africa) Ltd. (I, A, R), Jeevanjee St., P.O. Box 45245, Nairobi.

39490—FRANCE — Prefabricated swimming pools. Ets. Dorsey (D), 1, Rue des Victimes du Nazisme, 72000 Le Mans (Sarthe).

39492 — JAPAN — Golf clubs, bags, balls. Matoi Kogyo K.K., Attn: Nishimura (I, A, D), No. 4 Ningyo-cho, 3-Chome, Chuo-ku, Tokyo 103.

39492 — JAPAN — Golf clubs, shafts & heads of metal. Seiwa International Inc. (I, A, D), 20 Araki-Cho, Shinjuku-Ku, Tokyo 160.

39493 — JAPAN — Golf clubs (complete sets). Sewiwa International Inc. (I, A, D), 20 Araki-Cho, Shinjuku-ku, Tokyo 160.

Pens, pencils, office, artists' materials

39521 — GUATEMALA — Lead pencils and crayons. Catalog, quotations requested. Papeleria E. Imprenta La Lectura (M), 2A. Calle 3-90, Zone 9; P.O. Box 565.

39550 — GUATEMALA — Carbon paper, stencil paper, inked ribbons. Catalogs, quotations requested. Papeleria E Imprenta La Lectura (M), 2A. Calle 3-90, Zone 9; P.O. Box 565. WTDR 10/22.

Costume jewelry

39610 — JAJAN — Costume jewelry, Indian silver art & folk crafts. Matoi Kogyo K.K. Attn: Nishimura (I, A, D), No. 4 Ningyo-Cho, 3-Chome, Chuo-ku, Tokyo 103.

Manufacturing industries

39933 — BELGIUM — Advertising and publicity items, gift items, for resale in Belgium, France, Germany. Quote prices c.i.f. Antwerf or f.o.b. New York, indicatin gcubic measurements and weight. N.V. J.M.L., J.P. Lallement, Mgn. Dir. (I, D), Spechtendreef 37, Halle 2241.

39991—SOUTH AFRICA—Portable fire extinguishers for automobiles. Phenship (S.A.) (Pty.) Ltd. (I), Progress House, 41 Buitenkant St., Cape Town, Cape Province.

39999 — JAPAN — Stuffed animal heads for decoration (curio shop item). Matoi Kogyo K.K. Attn: Nishimura (I, A, D), No. 4 Ningyo-Cho, 3-Chome, Chuo-ku, Tokyo 103.

Motion picture production, distribution

78130 — SOUTH AFRICA — Motion picture films: low priced, 16mm, home projection, sound, black and white, color. Phenship (S.A.) (Pty.) Ltd. (I), Progress House, 41 Buitenkant St., Cape Town, Cape Province.

Engineering, architectural and surveying services

89110 — KOREA — Shipbuilding design and drawings for very large crude carriers (VLCC), 35,000—400,000 DWT tankers. Readily available drawings including specifications and parts suppliers list required. Interested U.S. engineering and shipbuilding firms should contact firm directly as soon as possible. Hyundai Constr. Co., Ltd., Sejung Oh, Project Dev. Mgr., (I, civil eng. & constr.,; shipyard), 92 Mukyo-Dong, Chung-Ku, Seoul.

Representations

Foreign private firms are interested in agency agreements and/or distributorships for these products.

Commercial farms

01120 — CAMEROON — Rice, polished. Common commercial varieties. Send list of prices c.i.f. Douala. Emerson Bros. Trading Stores (I, A, D), B.P. 47, Mankon Mezam.

Canning, preserving foods

20361 — UNITED KINGDOM — Frozen shrimp, size 150-500 per lb. weight. Youngs Seafoods Ltd. (T. P. Mayes, Group Dist. Mgr.) (D, I, M), Mountbarrow House, Elizabeth St., London.

Grain mill products

20410 — BANGLADESH — Wheat. Interested in acting as commission agent for U.S. firms and participating in food grain tenders issued by Bangladesh Government. Time & Tide (A), 150-D Satmasjid Rd., Dhanmondi Residential Area, P.O. Box No. 5003, Dacca-5.

20440 — BANGLADESH — Rice (polished). Interested in acting as commission agent for U.S. firms and participating in food grain tenders issued by Bangladesh Government. Time & Tide (A), 150-D Satmasjid Rd., Dhanmondi Residential Area, P.O. Box No. 5003, Dacca 5.

Sugar

20620 — BANGLADESH — Sugar (refined). Interested in acting as commission agent for U.S. firms and participating in food grain and sugar tenders issued by Bangladesh Government. Time & Tide (A), 150-D Satmasjid Rd., Dhanmondi Residential Area, P.O. Box No. 5003, Dacca-5.

Broad woven fabric mills, cotton

22110—FRANCE—All kinds of cotton fabrics. Ets. Finckelstein (I, A), 8, Rue Des Filles Du Calvaire, 75003 Paris.

22117—AUSTRALIA—High quality cotton curtain linings, 54" widths, 1 million yds. per annum in variety of finishes, white, ivory and ecru. Glen Carr & Partners Pty. Ltd., Attn: Stanley D. Durston (I, A, D), Quirk Rd., Balgowlah, NSW 2093.

Broad woven fabric mills, manmade fiber, silk

22210—FRANCE—All kinds of dacron, or equal, fabrics. Ets. Finckelstein (I, A), 8, Rue Des Filles Du Calvaire, 75003 Paris.

22214 — SWEDEN — Furniture fabrics. Maljo Expo AB (I, A, M), Box 8 S-294 00 Solvesborg.

22218 — SOUTH AFRICA — Shantung curtaining, 14 color range. A. S. Walker & Co. (Pty.) Ltd. (A), 501-503 National Union Life Bldg., 162 Longmarket St., P.O. 1787, Cape Town, Cape Province.

Broad woven fabric mills, wool

22310 — HONDURAS — Pooltable upholstery cloth. Asociacion Mercantil J. Reese & Co. (I, A, D), Apartado Postal No. 44, Tegucigalpa, D.C.

Narrow fabrics, other smallwares

22411—AUSTRALIA — Interlinings and coated fabrics. One million yds. per annum white shirts linings 54" widths, half million yds per annum Teflon or equal, coated fabrics in various colors, prints. Glen Carr & Partners Pty. Ltd., Attn: Stanley D. Durston (I, A, D), Quirk Rd., Balgowlah, NSW 2093.

22411 — SPAIN — Belting, woven, transmission and conveyor; interested only in most advanced and sophisticated types. Requests quotations from export agents. PRODIPESA, Attn: Mr. Llamas (A. D), Fernandez de la Hoz 40, Madrid 10.

Knitting mills, products

22533—HONDURAS—Seeks distributorship arrangement. Asociacion Mercantil J. Reese & Co. (I, A, D), Apartado Postal No. 44, Tegucigalpa, D.C.

22561 — SOUTH AFRICA — Fabrics, warp knit and finished in knit fabric mill. Estimated sales potential of this and other SIC-classified textile trade opportunities simultaneously submitted approximates $20 million. E. I. Rogoff Ltd., Textile Div. Attn: S. Swartz (A), P.O. Box 7296, Johannesburg.

Floor covering mills, products

22720 — AUSTRALIA — Seeks agency agreements with U.S. carpet manufacturers for low level loop and random shag carpet. Annual volume in excess $1.5 million possible. Glen Carr & Partners Pty. Ltd., Attn: Stanley D. Durston (I, A, D), Quirk Rd., Balgowlah, NSW 2093.

Textile goods

22940—SPAIN—Processed textile waste; trimmings and cuttings of textiles. Story's Agencia (A, D), Arolas 3, Alcoy (Alicante).

22950—CAMEROON—Leather, artificial. For use in manufacturing upholstery cushions, shoes. Quote price per ton, send samples. Emerson Bros. Trading Stores (I, A, D), B.P. 47, Mankon Mezam.

22953—FRANCE—Impregnated & coated fabrics: polyurethane coated & polyvynil chloride coated. Ets. Florence (M), 7, Rue Marx Dormoy, 33110 Le Bouscat.

Men's, youths', boys' suits, coats, overcoats

23111 — BOTSWANA — Mens suits, fashion line should be contemporary, stylish, although not extreme; low to medium price range. Currently no agents in Botswana handle this product category. Excellent prospects for sales as trader owns six other stores. Catalogs, price lists, descriptive materials requested. Lobatse Cash Store (Pty.) Ltd. (I, R, A), P.O. Box 2, Lobatse.

23113 — BOTSWANA — Men's tailored dress and sport coats and jackets; fashion line should be contemporary, stylish, although not extreme; low to medium price range. There are currently no agents in Botswana handling this product category. Excellent prospects for sales in Republic of South Africa as trader owns six other stores there. Catalogs, price lists, descriptive materials requested. Lobatse Cash Store (Pty.) Ltd. (I, R, A), P.O. Box 2, Lobatse.

23114 — BOTSWANA — Boys' suits, coats, tailored jackets. Catalogs, price lists, descriptive materials requested. Lobatse Cash Store (Pty.) Ltd. (I, R, A), P.O. Box 2, Lobatse.

Men's, boys' furnishings

23214 — BOTSWANA — Men's and boys' dress and sport shirts. Primarily interested in contemporary styles which are becoming increasingly popular among youth in Botswana. Low to medium price range. Excellent prospects for sales in Republic of South Africa as trader owns six other stores there. Catalogs, price lists, descriptive materials requested. Lobatse Cash Store (Pty.) Ltd. (I, R, A), P.O. Box 2, Lobatse.

23271 — BOTSWANA — Mens and boys separate dress and sport trousers and dress shirts; low to medium price range. See also listing 23111—Botswana. Lobatse Cash Store (Pty.) Ltd. (I, R, A), P.O. Box 2, Lobatse.

23271 — FRANCE — Men's and boys' trousers. Ets. Finckelstein (I, A), 8, Rue Des Filles Du Calvaire, 75003 Paris.

23282 — BOTSWANA — Mens and boys work and fancy jeans; low to medium price range. See also listing 23111—Botswana. Lobatse Cash Store (Pty.) Ltd. (I, R, A), P.O. Box 2, Lobatse.

29291 — FRANCE — Men's & boys sport jackets. Ets Finckelstein (I, A), 8, Rue De Filles Du Calvaire, 75003 Paris.

Women's, misses', juniors' outerwear

23390 — FRANCE — Women's and children's slacks. Ets. Finckelstein (I, A), 8, Rue Des Filles Du Calvaire, 75003 Paris.

23374 — FRANCE — Women's, children's sport jackets. Ets Finckelstein (I, A), 8, Rue Des Filles Du Calvaire, 75003 Paris.

Hats, caps, millinery

23521 — BOTSWANA — Men's and boys' wool-felt, and fur-felt finished hats, caps; low to medium price range. There are currently no agents in Botswana handling this product category. Excellent prospects for sales as trader owns six other stores. Catalogs, price lists, descriptive materials requested. Lobatse Cash Store (Pty.) Ltd. (I, R, A), P.O. Box 2, Lobatse.

Girls', children's, infants' outerwear

23610—HONDURAS — Children's outerwear, i.e., sportswear, dresses, suits, etc. Firm seeks distributorship arrangements. Asociacion Mercantil J. Reese & Co. (I, A, D), Apartado Postal No. 44, Tegucigalpa, D.C.

Fabricated textile products

23929—HONDURAS—Cotton towels, all sizes. Seeks distributorship arrangement. Asociacion Mercantil J. Reese & Co. (I, A, D), Apartado Postal No. 44, Tegucigalpa, D.C.

Millwork, veneer, plywood, prefabricated structural wood items

24310—UNITED KINGDOM—Bases for household furniture for subsequent finishing. Major U.K.-based multinational manufacturer seeks distributorship arrangements. 1971 group sales volume 585 million pounds. 105,000 employees. Products required for diversification and intended mainly for overseas marketing.

G. Gardiner Brown, Asst. Com. Attache, American Embassy, Box 40, APO, NY 09510.

24332 — HONDURAS — Prefabricated houses ($5,000-$10,000 each unit). Lic. Armando Armijo Radillo (A, consultant), 2A. Calle 510, Barrio San Rafael, Tegucigalpa.

Household furniture

25144 — ISRAEL — Metal playpens for babies, other baby items. Exclusive agency only. Y. Chmiel (I, D), 49 Weizmann, Tel Aviv.

25190 — UNITED KINGDOM — Plastic household furniture. Seeks distributorship arrangements. G. Gardiner Brown, Asst. Com. Attache (D), American Embassy, Box 40, APO, N.Y. 09510.

25190 — UNITED KINGDOM — Kitchen and dining room tables, stools and chairs in plastic; k.d. furniture (for assembly) of all types. C.i.f. prices requested U.K. ports Goole and Hull only. Solk Chairs Ltd., H. J. Solk, Mng. Dir. (D, I), Brandon St., Armley Rd., Leeds LS12 2ED, Yorkshire.

Public building, related furniture

25312 — SWEDEN — Furniture for hotels & restaurants, metal, plastic and fiber glass. Maljo Expo AB (I, A, M), Box 8/ S-294 00 Solvesborg.

Partitions, shelving, lockers, office, store fixtures

25420 — UNITED KINGDOM — Industrial storage equipment such as storage racks, shelving, display equipment, cabinets, lockers, benches; in particular any new/existing products or product ideas which may suit extensive worldwide industrial marketing expertise and sales organization. Dexion-Comino International Ltd., Contact R. G. Sudbury (M, D, A), Dexion House, P.O. Box 7, Empire Way, Wembley, Middx.

Books

27311 — KENYA — Textbooks; primary schools, university, vocational schools. As schools order during months of July, Aug., and Sept., for Dec. or Jan. delivery, firm must be able to display sample textbooks by early July. Interested U.S. companies should send catalogs or sample books to meet July deadline. Africa Book Services (East Africa) Ltd. (I, A, R), Jeevanjee St., P.O. Box 45245, Nairobi.

Greeting card manufacturing

27710—UNITED KINGDOM — Greeting cards, allied items. Celebration Arts Group Ltd., J. B. N. Woods, Dir. (I, D, Exporter), Mercury House, Princewood Rd., Corby, Northamptonshire.

Industrial chemicals

28185 — BELGIUM — Reagent grade organic chemicals. Hospithera Sprl (A, D, I), Rue E Feron, 70, Brussels.

28199—BELGIUM—Reagent grade inorganic chemicals. Hospithera Sprl (A, D, I), Rue E Feron, 70, Brussels.

Synthetic materials

28211—MALAYSIA—Low density polystyrene (all grades). Quotations c.i.f. Port Klang. 500 tons per order, normal packing, earliest delivery date, samples; 100 tons high and low density polypropylene. Seeks distributor arrangement. Firm wholesaler, deals in electronic goods. Electro Chemical Services (I, A, D), 129 Jalan Genting Klang, Setapak, Kuala Lumpur 14-11. Attn: S. Fernandez, Gen. Mgr.

28211 — MALAYSIA — Polyethlene resins (white) for manufacture of poly bags. Quotations c.i.f. Penang. 300 tons monthly, normal packing, earliest delivery date, samples. Distributor arrangement. D. R. Patel (I, A, Exporter), 119-A Penang St., P.O. Box No. 662, Penang.

28215 — DENMARK — Synthetic resin, other adhesives, for industrial general application. Company interested in licensing agreement. Dansk Limfabrik, Attn: Mr. T. Nielsen, Dir. (I, D, M), DK-4600 Koge.

Drugs

28315 — OMAN — Veterinary medicines. Interested in becoming exclusive agent. Owner is well experienced and well connected in local market. Yahya Muhammed Nasib (I, A, D), P.O. Box 22 Muscat Sultanate of Oman.

Soap, detergents, cleaning preparations, perfumes, cosmetics

28411—SWITZERLAND—Chemical compounds for cleaning of soldered contacts etc., in the electronics industry; seeks agency/distributorship; possibly exclusive basis. R. Degen (A), Fischmarkt 13, 4410 Liestal.

Paints, varnishes, lacquers, enamels

28510 — UNITED KINGDOM — Decorative protective coatings for building trade. Seeks distributorship arrangements. G. Gardiner Brown, Asst. Com. Attache (D), American Embassy, Box 40, APO, N.Y. 09510.

28517 — SWITZERLAND — Insulating lacquers (in sprays, aerosols, etc.) for electronics industry; seeks agency/distributorship; possibly exclusive basis. R. Degen (A), Fischmarkt 13, 4410 Liestal.

Agricultural chemicals

28710 — BANGLADESH — Agricultural fertilizers (particularly phosphates, triple superphosphates and murate of potash). Interested in acting as indent or sales agent preferably on exclusive basis to respond to tender calls from governmental and quasi-governmental purchasing agencies on behalf of principals. Spark Ltd. (SL) (A), 54 Dilkusha Commercial Area (5th Floor), Dacca-2.

28710 — HONDURAS — Chemical products, all types, i.e., fertilizers. Lic. Armando Armijo Radillo (A, consultant), 2A. Calle 510, Barrio San Rafael, Tegucigalpa.

28790 — OMAN — Agricultural insecticides, pesticides. Firm interested in becoming exclusive agent. Owner well experienced and well connected in local market. Yahya Muhammed Nasib (I, A, D), P.O. Box 22 Muscat Sultanate of Oman.

Fabricated rubber products

30696—THAILAND—Hard rubber soling sheets for shoe making. Requests price lists, catalogs, samples; seeks distributorship for Thailand. Chiab Seng R.O.P. (R, D, I), 724/17-18 Mungkorn Lane, Plabplachai Rd., Bangkok.

Plastic products

30793 — AUSTRALIA — Seeks steady source decorative melamine laminates (plain, abstract and woodgrained) in following sizes: 12x5 ft. or larger, 10x4, 8x4, 6x3, 5x3, 4x2½ in. .8, 1 and 1.2 mil thicknesses. Requires approx. $500,000 worth per annum. Kent Traders Pty. Ltd., Attn: M. Halpin, Gen. Mgr. (I, A, D), Box 145, Botany, NSW. Cables: "Holmesdale Sydney"; Telex: AA21372.

30794—ISRAEL—Plastic bottles for babies, other baby items. Exclusive agency only. Y. Chmiel (I, D), 49 Weizmann, Tel Aviv.

30797 — ICELAND — Plastic household utensils. Th. Bjorgulfsson H/F (I, A, D), P.O. Box 185, Akureyri.

Leather tanning, finishing

31111—THAILAND—Leather and accessories used in producing ladies' handbags, shoes, belts, etc. Requests price lists, catalogs, samples. Seeks distributorship for Thailand. Chiab Seng R.O.P. (R, D, I), 724/17-18 Mungkorn Lane, Plabplachai Rd., Bangkok.

Industrial leather belting, packing

31210 — SPAIN — Belting and packing, leather, industrial; interested only in most advanced and sophisticated types. Also requests quotations from export agents. PRODIPESA, Attn: Mr. Llamas (A, D), Fernadez de la Hoz 40, Madrid 10.

Flat glass

32111—AUSTRALIA—Seeks supply of approx. 3 million sq. ft. per year of sheet glass: 9x6 ft. or larger in 2, 3, 4, 5, and 6 mm. thicknesses. Quote prices both f.o.b. & c.i.f. in "B" grades if possible. Kent Traders Pty. Ltd., Attn: M. Halpin, Gen. Mgr. (I, A, D), Box 145, Botany, NSW. Cables: "Holmesdale Sydney"; Telex AA 21372.

Glass products

32316 — AUSTRALIA — Glass products for tableware, kitchen, cookware, ovenware, general housewares. Seeking agency representation. Has 8 retail hardware and fancygoods stores throughout Australia, 5 showrooms and offices; i.e., one in each state, plus number of wholesale warehouses. Has no U.S. representation. S. Hoffnung & Co. Ltd., Sydney, Attn: A. Hellyer, Assoc. Dir. (R, A, D). 32-38 Bowden St., Alexandria, NSW 2015.

Pottery, related products

32610 — BELGIUM — Bathroom accessories, enameled iron, cast iron and pressed metal. Hagenmeyer S.A. (I, A), 33, Rue De La Celidee, 1080-Brussels.

32620 — AUSTRALIA — Vitreous china kitchen and tablewares. See also listing 32316—AUSTRALIA. S. Hoffnung & Co. Ltd., Sydney, Attn: A. Hellyer, Assoc. Dir. (R, A, D), 32-38 Bowden St., Alexandria, NSW 2015.

32620 — BELGIUM — China tableware; commercial and household. Hagemeyer S.A. (I, A), 33 Rue De La Celidee, 1080 Brussels.

Concrete, gypsum, plaster products

32720 — UNITED KINGDOM — Ceiling systems of all types; new building materials (substitutes for traditional materials). Seeks distributorship arrangements. G. Gardiner Brown, Asst. Com. Attache (D), American Embassy, Box 40, APO, N.Y. 09510.

Steel mill products

33160 — CAMEROON — Steel, cold-rolled sheets, as follows: A) 2 meters X 1 meter 8/10 degrees 10 metric tons (MTQ); B) 2 meters X 1 meter 12/10

degrees 10 m.t.; C) 3 meters X 1.5 m. 15/10 degrees 10 m.t.; D) 3 meters X 1.5 m. 20/10 degrees 10 m.t. Interested in f.o.b. or c.i.f. prices, not f.a.s. Material to be used in general construction. Societe Andre-Testas (I, A, D), B.P. 1550, Douala. Telegraphic address: Testas Douala.

33168 — SWITZERLAND — Cold rolled steel shapes, u-channels 50 x 100 x 50 mm, thickness 5 mm; shutter frames, grids for suspended ceilings. Profilnorm AG, (I, D), Baechliackerweg 10, CH-4402 Frenkendorf.

Iron, steel foundries

33210 — BELGIUM — Cooking utensils, cast iron. Hagemeyer S.A. (I, A), 33, Rue De La Celidee, 1080-Brussels.

Rolling, drawing, extruding of nonferrous metals

33526 — SWITZERLAND — Extruded aluminum shapes, frames, sheet metal work and structural shapes. Profilnorm AG (I, D), Baechliackerweg 10, CH-4402 Frenkendorf.

33579— ITALY — Aircraft cables, related components (fittings and terminals). Exclusive agency. Officine Monti (M, A), Via Puccini, 21021 Angera (Varese).

Nonferrous foundries

33610 — BELGIUM — Household utensils, cast aluminum. Hagemeyer S.A. (I, A), 33, Rue De La Celidee, 1080-Brussels.

Cutlery, hand tools, general hardware

34211 — AUSTRALIA — Gardening scissors and shears; hedge and grass shears, pruners. See also listing 32316—AUSTRALIA. S. Hoffnung & Co. Ltd., Sydney, Attn: A. Hellyer, Asso. Dir. (R, D, A), 32-38 Bowden St., Alexandria, NSW 2015.

34211 — BELGIUM — Cutlery, table, kitchen, butchers. Hagemeyer S.A. (I, A), 33 Rue De La Celidee, 1080 Brussels.

34230 — ITALY — Hand garden tools. Mario Sivini (I, D), Via S.A. Merici 18/45, 25100 Brescia.

34230 — UNITED KINGDOM — Hand tools for agricultural workshops, building industry. Exclusive agency. Consolidated Agricultural Suppliers (Holdings) Ltd. E. A. Warren, Dir. (D, A, I), 21/23 Highweek St., Newton Abbot, Devonshire TQ 12 1TG.

34231—BOTSWANA—Pliers, wrenches, screw drivers, automobile jacks. Firm interested in agency agreements. Catalogs, price lists, descriptive materials requested. Lobatse Cash Store (Pty) Ltd. (I. R, A), P.O. Box 2, Lobatse.

34232 — AUSTRALIA — Hand tools for gardening, such as scythes, sickles, grass hooks, machetes, hay knives, similar tools. See also listing 32316—AUSTRALIA. S. Hoffnung & Co. Ltd., Sydney, Attn: A. Hellyer, Assoc. Dir. (R, A, D), 32-38 Bowden St. Alexandria, NSW 2015.

34232 — BOTSWANA — Axes, can openers, chisels and planes. See also listing 23111—Botswana. Lobatse Cash Store (Pty.) Ltd. (I, R, A), P.O. Box 2, Lobatse.

34233 — AUSTRALIA — Gardening hand tools: shovels, spades, rakes, scoops, scrapers, similar lines for gardening. See also listing 32316—AUSTRALIA. S. Hoffnung & Co. Ltd., Sydney. Attn: A. Hellyer, Assoc. Dir. (R, D, A), 32-38 Bowden St., Alexandria, NSW 2015.

34233 — BOTSWANA — Files, picks, rakes, spades and sledges. Catalogs, price lists, descriptive materials requested. Lobatse Cash Store (Pty.) Ltd. (I, R, A), P.O. Box 2, Lobatse.

34250 — BOTSWANA — Handsaws, saw accessories. Interested in agency agreement. Catalogs, price lists and descriptive materials requested. Lobatse Cash Store (Pty.) Ltd. (I, R, A), P.O. Box 2, Lobatse.

34290 — UNITED KINGDOM — Chromium plated plastic marine hardware, e.g., fairleads, cleats, etc. Exclusive agency. W. H. Mills, Asst. Com. Attache, American Embassy, Box 40, FPO, NY 09510. (M, D, A).

34294 — AUSTRALIA — Builders hardware; also general household. See also listing 32316—AUSTRALIA. S. Hoffnung & Co. Ltd., Sydney, Attn: A. Hellyer, Asso. Dir., (R, A, D), 32-38 Bowden St., Alexandria, NSW 2015.

34294 — BELGIUM — Emergency exit devices: battery-operated. Favasci S.C. (M, I, A), 178 Chaussee de Gand, 1080, Brussels.

Heating apparatus, plumbing fixtures

34336 — BELGIUM — Incinerators; domestic, commercial. Filik Benelux P.V.B.A. (I, D), 90 Heistraat, 2700 Sint Niklaas.

Fabricated structural metal products

34420 — UNITED KINGDOM — Industrial, folding, sliding and roller doors. Company seeks to contact U.S. firm looking for marketing facilities and/or manufacturing capacity in U.K. and Europe. Argosy Engineering Ltd. Contact C. Black (M), Hertford Rd., Barking, Essex.

34434 — FRANCE — Liquefied gas containers designed for transport and storage of liquid argon, oxygen, nitrogen and helium. Range of capacity must vary from 5 up to 10,000 liters. S.T.R.I.—Attn: Pierre Pailler (M, Engineering), 125Bis, Rue Gallieni, 92500 Rueil-Malmaison.

34440 — UNITED KINGDOM — Rigid pipes for building trade. Seeks distributorship arrangements. G. Gardiner Brown, Asst. Coml. Attache, American Embassy, Box 40, APO, N.Y. 09510.

34443 — UNITED KINGDOM — Industrial and commercial roof and wall ventilators. See also listing 34420—United Kingdom. Argosy Eng. Ltd., Mr. C. Black (M), Hertford Rd., Barking, Essex.

34460 — UNITED KINGDOM — Air diffusion terminal units such as registers, grills, attenuators and soundproof ventilators. See also listing 34420—United Kingdom. Argosy Eng., Ltd., Contact C. Black (M), Hertford Rd., Barking, Essex.

Metal stamping

34611 — AUSTRALIA — Vitreous enameled cooking and kitchen utensils. See also listing 32316—AUSTRALIA. S. Hoffnung & Co. Ltd., Sydney, Attn: A. Hellyer, Asso. Dir. (R, A, D), 32-38 Bowden St., Alexandria, NSW 2015.

34611 — BELGIUM — Household utensils, stamped and pressed metal, except cast aluminum. Hagemeyer S.A. (I, A), 33, Rue De La Celidee, 1080-Brussels.

34614 — ICELAND — Aluminum household utensils. Th. Bjorgulfsson H/F (I, A, D), P.O. Box 185, Akureyri.

34618 — SINGAPORE — Steel helmets manufactured according to American, British & Australian standards. Gromark Pvt. Ltd., Mr. Ng Peck Ho, Mgn. Dir. (I, E, A), 142 Bukit Timah Rd., Singapore-9.

Fabricated metal products

34940—UNITED KINGDOM—Total irrigation service for agriculture. Seeks distributorship arrangements. G. Gardiner Brown, Asst. Com. Attache, American Embassy, Box 40, APO, N.Y. 09510.

34980 — CANADA — Manifolds for hydraulic applications. Exclusive agency basis. Reco Fluid Power Div. of Wainbee Ltd., R. C. Richardson, Mgr. (M, D), 121 City View Dr., Rexdale (Toronto). Ontario.

Farm machinery

35220 — GREECE — Nut cracking and shelling machinery. Costoula Elias Lefoussi (A), 83 Iassonos St., Volos.

Construction, mining materials handling machinery, equipment

35311 — SPAIN — Contractors' off-highway wheel tractors; interested only in most advanced and sophisticated types. Requests quotations from export agents. PRODIPESA, Attn: Mr. Llamas (A, D), Fernandez de la Hoz 40, Madrid 10.

35312 — SPAIN — Tracklaying type tractors; interested only in most advanced and sophisticated types. Requests quotations from export agents. PRODIPESA, Attn: Mr. Llamas (A, D), Fernandez de la Hoz 40, Madrid 10.

35314 — SPAIN — Power cranes, draglines, shovels, and parts; interested only in most advanced and sophisticated types. Requests quotations from export agents. PRODIPESA, Attn: Mr. Llamas (A, D), Fernandez de la Hoz 40, Madrid 10.

35316—ISRAEL—Concrete pumps, truck mounted, with or without boom. Equipment Ltd. (A), POB 480, Haifa. Interested in working on exclusive agency basis only.

35316 — SPAIN — Mixers, pavers, related equipment; interested only in most advanced and sophisticated equipment. Requests quotations from export agents. PRODIPESA, Attn: Mr. Llamas (A, D), Fernandez de la Hoz 40, Madrid 10.

35317 — SPAIN — Tractor shovel loaders; interested only in most advanced and sophisticated types. Requests quotations from export agents. PRODIPESA, Attn: Mr. Llamas (A, D), Fernandez de la Hoz 40, Madrid 10.

35318 — AUSTRIA — Tractor-mounted cranes of 40 to 200 mt capacity, for sale in socialist countries. Requests literature. Karl W. Selzer, Attn: W. Norman (I, A, D), Wohllebengasse 10/7, A-1040 Vienna.

35318 — SPAIN — Scrapers, graders, rollers, and off-highway trucks, trailers and wagons; interested only in most advanced and sophisticated types. Requests quotations from export agents. PRODIPESA, Attn: Mr. Llamas (A, D), Fernandez de la Hoz 40, Madrid 10.

35319 — AUSTRIA — Road construction machinery of all kinds for sale in socialist countries. Requests literature. Karl W. Selzer, Attn: W. Norman (I, A, D), Wohllebengasse 10/7, A-1040 Vienna.

35319 — SPAIN — Dredging machinery; ditchers and trenchers; earth augers; winches; derricks; crushing, screening, and washing plants; compaction equipment; other excavating and road construction equipment; interested only in

most advanced and sophisticated types. Requests quotations from export agents. PRODIPESA, Attn: Mr. Llamas (A, D), Fernandez de la Hoz 40, Madrid 10.

35319 — SWITZERLAND — Snow throwers. Intravend AG, Attn: E. Faessler, Gen. Mgr. (A, D), Bachmattstr. 53, 8048 Zurich.

35340—DOMINICAN REPUBLIC—4,000 pound capacity elevators for passenger and freight, for distributing in Dominican Republic on exclusive basis. Dalsan C. Por A. (D, I), Avenida San Martin No. 98, Santo Domingo, E. Salazar.

35340 — SPAIN — Home elevators, dumbwaiters. Seeks catalogs and English or Spanish correspondence. Metalurgica Y Mecanica Moderna, S.A. (MYMSA) (I, M), Dr. Areilza, 52 Primero, Apartado 1208, Bilbao, Vizcaya.

35350 — SPAIN — Automatic materials handling equipment. Requests catalogs and English or Spanish correspondence re possible arrangements. Metalurgica Y Mecanica Moderna, S.A. (MYMSA) (I, M), Dr. Areilza, 52 Primero, Apartado 1208, Bilbao, Vizcaya.

35351 — UNITED KINGDOM — Conveyor systems, equipment for general industrial use; in particular any new/existing products or product ideas which may suit extensive worldwide industrial marketing expertise and sales organization. Dexion-Comino International Ltd., Contact R. G. Sudbury (M, D, A), Dexion House, P.O. Box 7, Empire Way, Wembley, Middx.

35360 — UNITED KINGDOM — Demountable truck cranes and workshop cranes; in particular any new/existing products or product ideas which may suit extensive worldwide industrial marketing expertise and sales organization. Dexion-Comino International Ltd., Contact R. G. Sudbury (M, D, A), Dexion House, P.O. Box 7, Empire Way, Wembley, Middx.

35361—DOMINICAN REPUBLIC—4,000 pound capacity hoists (industrial, factories, etc.) for distributing in Dominican Republic on exclusive basis. Dalsan C. Por A. (D, I), Avenida San Martin No. 98, Santo Domingo, E. Salazar.

35361 — SWEDEN — Hoists, cranes, monorails. Motorflyg I Stockholm AB (I, A), Bromma Flyplats, S-161 70 Bromma 1.

35370—ITALY—Fork lift trucks, heavy duty type, of over 100,000 lbs. or preferably over 120,000 lbs. lifting capacity, for handling large containers, other very heavy cargo. Number requested: ten; two for immediate delivery; balance to be delivered per further arrangements. Firm seeks exclusive representation arrangement with American supplier. Catalogs, descriptive materials and prices, including agents commission, requested. Sacco Rag. Giovanni (I, A, D), Via Peirogallo 32, 18038 Sanremo (Imperia).

35370 — SWEDEN — Industrial trucks, tractors. Motorflyg I Stockholm AB (I, A), Bromma Flygplats, S-161 70 Bromma 1.

35370 — UNITED KINGDOM — Pallet racks and accessories, pallets and pallet trucks, tow trucks, materials handling equipment. In particular any new/existing products or product ideas which may suit extensive worldwide industrial marketing expertise and sales organization. Dexion-Comino International Ltd., Contact R. E. Sudbury (M, D, A), Dexion House, P.O. Box 7, Empire Way, Wembley, Middlesex.

Metalworking machinery

35412 — CANADA — Small and medium-sized vertical drilling machines for metalworking shops and plants. Should be motorized and capable of making holes of all sizes up to one and one half in. Only interested in exclusive agency for Quebec Province and in dealing directly with manufacturers. Representation would be initially as agency with perhaps one machine subsequently kept on hand. Already represents and imports large lathes and milling machines from French companies under trade names Cazaneuve and Huron, respectively. Premises containing 6,000 sq. ft. of floor space located in industrial suburb of Montreal. Mr. Yervant Basmadjian, Pres., Gimsco Ltd. (I, A, D), 2595 Cote de Liesse, Ville St. Laurent 379, Quebec.

35414 — CANADA — Small and medium-sized surface grinders for use in metalworking industries. See also listing 35412 — CANADA. Mr. Yervant Basmadjian, Pres., Gimsco Ltd. (I, A, D), 2595 Cote de Liesse Rd., Ville St. Laurent 379, Quebec.

35415 — CANADA — Small and medium-sized lathes for use in metalworking industries. See also listing 35412—CANADA. Mr. Yervant Basmadjian, Pres., Gimsco Ltd. (I, A, D), 2595 Cote de Liesse, Ville St. Laurent 379, Quebec.

35416 — CANADA — Small and medium-sized milling machines for use in metalworking industries. See also listing 35412 — CANADA. Mr. Yervant Basmadjian, Pres., Gimsco Ltd. (I, A, D), 2595 Cote de Liesse, Ville St. Laurent, Quebec.

35482 — AUSTRALIA — All kinds of power-driven hand tools; parts, attachments. See also listing 32316—AUSTRALIA. S. Hoffnung & Co. Ltd., Sydney, Attn: A. Hellyer, Assoc. Dir. (R, A, D), 32-38 Bowden St., Alexandria, NSW 2015.

35482 — ICELAND — Power hand tools for metal working. Vald Poulsen H/F; Attn: Mr. Ingolfur Arnason (I, A, R), Sudurlandsbraut 10, Reykjavik.

35482 — UNITED KINGDOM — Power-driven hand tools for agricultural workshops and building industry. Exclusive agency. Consolidated Agricultural Suppliers (Holdings) Ltd., E. A. Warren, Dir. (D, A, I), 21/23 Highweek St., Newton Abbot, Devonshire TQ12 1TG.

35484 — SWITZERLAND — Automotive maintenance equipment, service station and garage equipment, all kinds. Albo Trading, Attn: A. R. Bolliger (I, A, D), Zarlindenstr. 1, 8003 Zurich.

Special industry machinery

35551 — AUSTRALIA — Printing machinery, rotogravure printing cylinder processing equipment. Commercial Engineering Pty. Ltd., Attn: John H. Hayward, Mng. Dir. (I, A, D), 19-21 Euston St., Rydalmere, Sydney, NSW 2116.

35595 — HONDURAS — Shoemaking machinery for all types of shoes. Lic. Armando Armijo Radillo (A, consultant), 2A Calle 510, Barrio San Rafael, Tegucigalpa.

General industrial machinery

35642—BELGIUM—Filters, air: air conditioning equipment. Filik Benelux P.V.B.A. (I, D), 90 Heistraat, 2700 Sint Niklaas.

35642 — BELGIUM — Filters, air and water pollution. Sanilec Sprl (A, I), 19 Rue De La Cantilene, 1080, Brussels.

35642—BELGIUM—Air monitors and analyzers. Techmation (A, I), 8 Quai Des Usines, Brussels.

35642—BELGIUM—Air monitors. Ankersmit Ltd. (A, I), Chaussee de Drogenbos, 204, Brussels.

35642 — SWEDEN — Air cleaners. Gede AB, Ing.F:A. (I, A), Polhemsgatan 4, S-112 36 Stockholm.

35660 — BELGIUM — Torque converters: Limiting clutches. Favasci S.C. (M, I, A), 178 Chaussee de Gand, 1080, Brussels.

35660 — SPAIN — Electrical power transmission equipment. Catalogs and English or Spanish correspondence re arrangements requested. Metalurgica Y Mecanica Moderna, S.A. (MYMSA) (I, M), Dr. Areilza 52 Primero, Apartado 1208, Bilbao, Vizcaya.

35663 — BELGIUM — Clutches for mechanical power transmission equipment, except automotive, aircraft, marine. Favasci S.C. (M, I, A), 178 Chaussee de Gand, 1080, Brussels.

35663 — ITALY — Aircraft pulleys. Exclusive agency. Officine Monti (M, A), Via Puccini, 21021 Angera (Varese).

35663 — SPAIN — Chains, sprockets. Catalog and English or Spanish correspondence re agency arrangements desired. Metalurgici Y Mecanica Moderna, S.A. (MYMSA) (I, M), Dr. Areilza 52 Primero, Apartado 1208, Bilbao, Vizcaya.

35690—BELGIUM—Filters, general line, industrial. Sanilec Sprl (A, I), 19 Rue De La Cantilene, 1080, Brussels.

35690 — JAPAN — Ampule (1cc-2cc) filling/sealing machines with capacity of 10,000 ampules per hour; and wrapping machines to wrap adhesive tape coils (54mm diameter x 12mm width)—10 pieces per pack; (115mm diameter x 5mm width)—5 pieces per pack. Materials to pack coils should be either paper or polyethlene. Yoshizuka Ind. Co., Ltd. (Attn: Mr. Terukazu Sakaine, Overseas Trading Dept. (I, A), Shibuya Central Bldg., 3-14 Udagawa-Cho, Shibuya-Ku.

35690 — SPAIN — Filter and strainers, industrial machinery; interested only in most advanced and sophisticated types. Requests quotations from export agents. PRODIPESA, Attn: Mr. Llamas (A, D), Fernandez de la Hoz 40, Madrid 10.

Office, computing, accounting machines

35720 — SPAIN — Typewriters; parts, attachments. Enrique Lopez, S.A. (I, D), Raimundo Fernandez Villaverde 51, Madrid 3.

35740 — SPAIN — Calculating and accounting machines; parts. Enrique Lopez, S.A. (I, D), Raimundo Fernandez Villaverde 51, Madrid 3.

35741—ICELAND—Electronic desk calculators. Skrifstofutaeki H/F; Attn: Mr. Thorir Gunnlaugsson (I, A, D), P.O. Box 1358, Hafnarstraeti 5, Reykjavik.

35760 — BELGIUM — Bathroom scales. Hagemeyer S. A. (I, A), 33, Rue De La Celidee, 1080, Brussels.

35760 — SINGAPORE — Automatic person-weighing scales (no electric), coin operated, weighing capacity up to 125 or 150 kg with divisional scales of 0.5 readings. Diethelm & Co. Ltd., Technical Div. Mr. Ng Kim Hang, Sales Sup. of Gen. Eng. Dept. (A, D), Block-2, 3839-D, 4th Floor, Jalan Buit Merah, Singapore 3.

35791—SOUTH AFRICA—Paper collat-

ing machines. Would like to act as importer/distributor of 12 station fully automatic paper collating machines. Bedford Engineering & Supply Co. (Pty.) Ltd. Attn: J. Milton (I, A, D), P.O. Box 5983, Johannesburg.

Service industry machines

35892 — BELGIUM — Water treatment equipment for effluent water. Filik Benelux P.VB.A. (I, D), 90 Heistraat, 2700 Sint Niklaas.

35892 — BELGIUM — Water treatment equipment and installations, industrial type. Electrification Et Travaux Speciaux (A, I), 12 Ave. De L'Astronomie, 1030 Brussels.

35892 — BELGIUM — Water treatment equipment and installations, industrial and city water. Paral Filters & Tecniques (A, I), La Bruyere, 3-B-1428 Lillois.

35892 — ISRAEL — Sewage purification equipment such as cominutors; grit chambers; clarifiers, aerators; cage rotors; digesters; sewage pumps (submersible or dry); blowers and fans. C.T.A. Ltd. (I, A, M), Hadar Daphna Bldg. "D" Suite 422, Shaul Hamelech Blvd., POB 33014, Tel Aviv. Exclusive agency only on condition that manufacturer agreeable to know-how agreement for local production.

35892 — SWITZERLAND — Waste and refuse packers, compressors. Intravend AG, Attn: E. Faessler, Gen Mgr. (A, D), Bachmattstr. 53, 8048 Zurich.

Electrical industrial apparatus

36292 — BELGIUM — Rectifying apparatus. Favasci S.C. (M, I, A), 178 Chaussee de Gand, 1080 Brussels.

36293 — BELGIUM — Solenoids, especially dimmers, for industrial use. Favasci S.C. (M, I, A), 178 Chaussee de Gand, 1080 Brussels.

Household appliances

36312—SWEDEN—Barbecuers, charcoal, grills, gas. Necessary tools to these products. Industriinformation AB (I, A), Box 201, S-133 02 Saltsjobaden.

36343—BELGIUM—Electric space heaters; cooking appliances, electric. Hagemeyer S.A. (I, A), 33 Rue de la Celidee, 1080 Brussels.

36350—AUSTRALIA—Domestic upright, hand-held vacuum cleaners; 50 cycle, 240 volts for local suitability. Seeks distributorship arrangement. Prices, descriptive catalogs requested. Pye Indus. Sales Pty. Ltd., Attn: A. Forgan (M, D, I), Carrington Rd., Marrickville, NSW 2204.

Electrical lighting, wiring equipment

36410—BELGIUM—Electric lamps, including sealed beam lamps, only explosion-proof and watertight lighting fixtures. Favasci S.C. (M, I, A), 178 Chaussee de Gand, 1080 Brussels.

36410 — UNITED KINGDOM — Signal lamps for mounting on electronic panel. Wilson Automation Ltd., Attn: John Wilson, Mng. Dir. (M, D), Merchant House, Billinge St., Blackburn BB1 1PQ.

36430—BELGIUM—Proximity switches. Favasci S.C. (M, I, A), 178 Chaussee de Gand, 1080 Brussels.

Communication equipment

36623—ITALY—Antiburglar and fire detection systems. accessories and components. S.S.I. Sistemi Di Sicurezza Internazionali. S.R.L. (Installer, I, D), Via Lupetta 2, 20123 Milan. WTDR 9/72.

Electronic components, accessories

36740 — SWITZERLAND — Semiconductors, integrated circuits, diodes, resistors, rectifiers, flat-backs. R. Marchand & Cie SA, Attn: J. J. Marchand, Vice-Pres. (I, A, D), Rue du Stand 40, 1211 Geneva 11.

36740 — SWITZERLAND — Diodes of all kinds for electronic application; seeks agency/distributorship; possibly exclusive basis. Mr. R. Degen (A), Fischmarkt 13, 4410 Liestal.

36741 — JAPAN — Integrated microcircuits, MDTL, TTL, HTL, MOS, C-MOS, linear and hybrid. Union seeks distributorship arrangement, specializes in sales of electronic equipment and components throughout Japan. Union Shoji Co., Ltd., Attn: Kazuyuki Miyaso, Sales Mgr. (I, A, D), 6-3 Taito 1-Chome, Taito-Ku, Tokyo 11.

36742—JAPAN—Silicon transistors for use of communication, microwave, photoelectric and other equipment. Union seeks distributorship arrangement, specializes in sales of electronic equipment and components throughout Japan. Union Shoji Co., Ltd., Attn: Kazuyuki Miyaso, Sales Mgr. (I, A, D), 6-3 Taito 1-Chome, Taito-Ku, Tokyo 110.

36790—BELGIUM—Switches, electronic application; only proximity switches; lead switches and no-load switches, drum or cam-operated rotary switches; step positioners for transmitting equipment. Favasci S.C. (M, I, A), 178 Chaussee de Gand, 1080 Brussels.

36792—FRANCE—Teflon or equal. capacitors. Societe Sodimatel, Attn: J. C. Pijeaud (A, D), Ave. Vladimir Komarov, Zone Industrielle 78190 Trappes.

36792 — SWITZERLAND — Capacitors for electronic applications; seeks agency/distributorship; exclusive basis. Mr. R. Degen (A), Fischmarkt 13, 4410 Liestal.

36793—FRANCE—High precision resistors. Societe Sodimatel, Attn: P. J. Pijeaud (A, D), Ave. Vladimir Momarov, Zone Industrielle 78190 Trappes.

36793—UNITED KINGDOM—Thin film resistor networks. Memory Devices Ltd., Attn: V. D. Donoghue, Mng. Dir. (M, D, I), 59 Eden St., Kingston-Upon-Thames.

36794—ITALY—Aircraft electric equipment (circuit, breakers, connectors, relays, micro switches, batteries). Officine Monti (M, A), Via Puccini, 21021 Angera (Varese).

36795—FRANCE — Hermetically sealed electronic relays. Societe Sodimatel, Attn: J. C. Pijeaud (A, D), Ave. Vladimir Momarov, Zone Industrielle 78190 Trappes.

36795 — SWITZERLAND — Electric and pneumatic wire wrapping tools; interfacing equipment for electronics production industry; connector assembly machines and tools; pollution control devices, materials and apparatus used in manufacture of printed circuits; electronic comparators. R. Marchand & Cie S.A., Attn: J. J. Marchand, Vice Pres. (I, D, A), Rue du Stand 40, 1211 Geneva 11.

36795 — UNITED KINGDOM — Connectors edge, for printed circuit boards. Wilson Automation Ltd., Attn: John Wilson, Mng. Dir. (M, D), Merchant House, Billinge St., Blackburn BB1 1PQ.

Electrical machinery, equipment, supplies

36930 — SWITZERLAND — X-ray analyzers, energy-dispersive. Requests exclusive distributorship. Elyt Gmbh (I, D), Zurichstrasse 127, Ch-8600 Duebendorf.

Motor vehicles, equipment

37130—SPAIN—Seeks catalogs and English or Spanish correspondence re agency arrangements for trash and garbage collection equipment. Metalurgica Y Mecanica Moderna, S.A. (MYMSA) (I, M), Dr. Areilza 52 Primero, Apartado 1208, Bilbao, Vizcaya.

37141 — BELGIUM — Filters, internal combustion engines, oil, gasoline, air intake. Sanilec Sprl (A, I), 19 Rue De La Cantilene, 1080 Brussels.

37141 — SWITZERLAND — Automotive accessories. Albo Trading, Attn: A. R. Bollinger (I, A, D), Zarlindenstr. 1, 8003 Zurich.

Ship building, repairing

37310 — UNITED ARAB EMIRATES — Used cargo ship with 5,000 tons capacity approximately 10 yrs. old. Interested in leasing similar vessel with 3,000 ton capacity for period of six months or more. Mr. Mushtaq Ahmed Rana, Mgr., Al Mariah United Co. (I, A, R), P.O.B. 206, Abu Dhabi.

37321—SWEDEN — Motorboats, inboard. Motorflyg I Stockholm AB (I, A), Bromma Flygplats, S-161 70 Bromma 1.

37322—SWEDEN—Motorboats, outboard. Motorflyg I Stockholm AB (I, A), Bromma Flygplats, S-161 70 Bromma 1.

Motorcycles, bicycles, parts

37510—SWEDEN—Accessories for motorcycles. Floter Forsaljnings AB (I, A), Box 469, S-123 04 Farsta 4.

Transportation equipment

37910—SWEDEN—House trailers. Motorflyg I Stockholm AB (I, A), Bromma Flygplats, S-161 70 Bromma 1.

37992—HONG KONG—Exclusive agency for aerial tramway system for purpose of bidding on projected aerial tramway at Lion Rock in the Colony. Television Broadcast Ltd. (television and amusement company), 77 Broadcast Dr., Kowloon.

Optical instruments, lenses

38311 — SWITZERLAND — Liquid scintillation and nuclear mass spectrometers. Exclusive distributorship. Elyt Gmbh (I, D), Zurichstrasse 127, Ch-8600 Duebendorf.

Surgical, medical, dental instruments

38410 — BELGIUM — Instruments, surgical: electro-surgical systems (narrow surgical knives). Labaz SA (I, A), Avenue De Bejar 1, 1120 Brussels.

38410 — FRANCE — Reanimation equipment. Sovirel (M, R, D), 92 Rue Beaudin, 92-Levallois.

38410—HONDURAS—Medical equipment and supplies; i.e., sterilizers (whole line), surgical instruments, gauzes. Lic. Armando Armijo Radillo (A, consultant), 2A. Calle 510, Barrio San Rafael, Tegucigalpa.

38410 — SWITZERLAND — Advanced medical instruments such as electric blood pressure meters; photometers used by private physicians; ultrasonic instruments for perception of fetal heart beats; electrophysical therapy apparatus; EKG apparatus used by private physicians. Awega AG, Armin Weder (I, A), Technisches Buro, Ettenhauserstr. 36, 8620. Wetzikon.

38420 — SWITZERLAND — Heart pacemakers; first aid kits; artificial heart ventricals; portable first aid oxygen equipment. CTA Trading AG, Attn: Mr. Von Euw (I, D, A), Haldenstr. 7, 6006 Luzern.

38423—SINGAPORE — Respiratory protection devices, e.g. gas and abrasive masks; fibreglass helmets; fire protective clothing; fire-proof gloves; ear musslers. Above items should have specifications of American, British and Australian standards. Gromark Pri. Ltd., Mr. Ng Peck Ho, Mng. Dir. (I, E, A), 142 Bukit Timah Rd., Singapore-9. WTDR 3/73.

Ophthalmic goods

38513—SINGAPORE—Industrial goggles and eye protectors manufactured according to specifications of American, British and Australian standards. Gromark Pvt. Ltd., Mr. Ng Peck Ho, Mng. Dir. (I, E, A), 142 Bukit Timah Rd., Singapore-9.

Photographic equipment, supplies

38610—UNITED KINGDOM—All types of photographic and film processing equipment, cinematograph, T.V. and photo-nishing. Photomec (London) Ltd., Mr. A. Smith, Mkt. Mgr. (M), Valley Rd. Industrial Estate, Porters Wood, St. Albans, Hertfordshire.

Watches, clocks, parts

38711 — NIGERIA — Wall clocks, best quality, gold plated, battery operated, with chimes striking on hour and half hour. Requirement for 500 to 1000 units per mo. G. O. Falemi, Dir., Falemi Pharmaceutical Chemists Ltd. (I, A), P.O. Box 3084, Lagos.

Jewelry, silverware, plated ware

39141—AUSTRALIA—Stainless steel domestic and kitchenware. See also listing 32316—AUSTRALIA. S. Hoffnung & Co. Ltd. Sydney, Attn: A. Hellyer, Assoc. Dir. (R, A, D), 32-38 Bowden St., Alexandria, NSW 2015.

39142—AUSTRALIA—Silver, silver plate and stainless steel table and kitchen cutlery. See also listing 32316—AUSTRALIA. S. Hoffnung & Co. Ltd. Sydney, Attn: A. Hellyer, Assoc. Dir. (R, A, D), 32-38 Bowden St., Alexandria, NSW 2015.

39142 — BELGIUM — Cutlery, table and kitchen, silver, silver plated and stainless steel. Hagemeyer S.A. (I, A), 33, Rue De La Celidee, 1080 Brussels.

Musical instruments, parts

39310 — JAPAN — Musical instruments: novel vocal amplifiers, novel guitar amplifiers. Moridaira Musical Instrm. Co., Ltd. Attn: Mr. Takuya Inoue, Mgr., Intl. Div. (I, A), 17 Higashi-Matsushitacho, Kanda, Chiyoda-Ku, Tokyo.

Toys, amusement, sporting goods

39410—ICELAND—Educational toys. Th. Bjorgulfsson H/F (I, A, D), P.O. Box 185, Akureyri.

39491—SWEDEN—Fishing tackle, equipment. Floter Forsaljnings AB (I, A), Box 469, S-123 04 Farsta 4. WTDR 5/73.

39493 — MALAYSIA — Gymnasium equipment, health and exercising equipment. Distributor arrangement. Soh Chin Hock (I, A, Exporter), 9 Jalan 11/6B, Petaling Jaya, Selangor.

39493 — SWEDEN — Water skis. Floter Forsaljnings AB (I, A), Box 469, S-123 04 Farsta 4. WTDR 5/73.

39493—SWEDEN—Equipment for paddle-tennis. Industriinformation AB, Attn: Mr. Lars Brenner (I, A), Box 201, S-133 02 Saltsjobaden.

Manufacturing industries

39991 — HONDURAS — Portable chemical fire extinguishers; parts. Seeks distributorship arrangement. Asociacion Mercantil J. Reese & Co. (I, A, D), Apartado Postal No. 44, Tegucigalpa, DC.

39993—ITALY—Cigarette lighters (gas, refillable and disposable); lighter flints. Unigest, S.P.A. (I, D), Via Enrico Fermi 17, 37100 Verona.

39999 — SWITZERLAND — Genuine novelty goods suitable for sale by mail order, such as gadgets, housewares, curiosities, notions, gift ware, games, sporting and fitness goods, bathroom accessories, automotive and home improvement accessories, labor-saving tools and devices, leisure articles, etc. Modern Trading AG, Attn: H. U. Winkler, Sales Mgr. (I, R), Missionstr. 32, 4003 Basel.

Argentine Park Service Seeks Fire-Fighting Items

The Argentine National Park Service, part of the Ministry of Agriculture, requests information on modern techniques and equipment used in combating forest fires in the U.S. This request appears to reflect a growing long-term concern of the Government of Argentina regarding the development and preservation of its forest resources. It may also represent a potential commercial opportunity for U.S. manufacturers of specialized equipment and chemical agents for such use, as well as for consultants in the field. Interested U.S. firms can write directly to: Sr. Jorge R. Dedek, Direccion de Parques Nacionales, Avenida Santa Fe 690, Buenos Aires. Phone: 31-0303, Ext. 13.

Irrigation Project May Spur U.S. Sales In Australia

The Queensland State Government is opening up an area of 59,000 acres for agricultural purposes near the town of Emerald, 150 miles west of Rockhampton in Central Queensland. Of this, 40,000 to 43,000 acres is projected for annual irrigation. The lots to be irrigated will approximate 500 acres each.

This project has good possibilities for a U.S. sales push, either through agents, or direct for irrigation equipment and other materials and machinery suitable for this type of agriculture. A possible agent or distributor in the area is: Bruce Rhoades, Rhoades Sales Proprietary Ltd., Mitchell Rd., Roma, Queensland, 4455.

Japanese Department Store Supplier Seeks Consumer Items

A Japanese firm whose present clients are major department stores, desires to contact suppliers of U.S. manufactured silver holloware; glassware for cordials, wines, juices; authentic reproduction of classical dial telephones; genuine leather wallets; games (roulette, chess, checkers); lighting fixtures and shades; rare U.S. coin sets; ornamental lighting (polyoptics), and wall decorations, including plaques and mirror ensembles. Interested U.S. firms should write Sogo Boeki K.K. (Sogo Trading Co.), Attn: Isamu Matsumoto, Keizai Center Bldg.. North 1, West 2, Chuo-ku, Sapporo, Hokkaido.

Leaning Tower Of Pisa To Be Stabilized; Eligible U.S. Firms Invited To Bid

U.S. engineering firms are invited to prequalify for competitive bidding for design of plans and execution of work in stabilization of the Leaning Tower of Pisa.

Application for eligibility should be addressed to Ministero dei Lavori Pubblici, Ispettorato Generale per L'Albo Nazionale dei Costruttori E per I Contratti, via Nomentana 2, 00100 Rome, and must be accompanied by a statement issued by the appropriate office of the national or local government providing (a) list of projects executed or managed, with value and place of each project, (b) statement that projects were completed successfully and without litigation, (c) bank statements showing financial strength, and (d) description of equipment available to applicant which would demonstrate ability to execute the project.

Applicants should request the Ministry to supply a publication entitled *Ricerche E Studi Sulla Torre Pendente Di Pisa E I Fenoment Connessi Alle Condizioni D'Ambiente*, which contains results of technical studies made on the Tower and related environmental problems. The cost is 15,000 lire ($26), to be remitted to the Ministry on order of the Editor, I. E. Opera Della Primiziale Di Pisa. The publication will not be sent and the remittance returned to applicants found not eligible to bid. Specifications will be sent free of charge to eligible bidders. Bid deadline is November 21.

Some further instructions for eligible applicants are available from the Water Resources & Engineering Program, DIBA-462, U.S. Department of Commerce, Washington, D.C. 20230, (202-967-4346), and from the U.S. Dept. of Commerce Field Office, 450 Golden Gate Ave., P.O. Box 36013, San Francisco, California 94102, (415-556-5864).

Jerusalem Firm To Purchase Synthetic Detergent Plant

The Arab Industrial Co., Ltd., POB 19788, Jerusalem, is planning to build a synthetic detergent plant in Ramallah, West Bank, and wishes to purchase complete plant capable of producing 1,500 tons of detergent annually. Plant would also include automated bulk packing and domestic carton packing machinery. Specifications of plant and equipment available on a short-term loan basis to firms domiciled in the U.S. from Transportation and Capital Equipment Division, BCABP-464, U.S. Department of Commerce, Washington, D.C. 20230, (202-967-5593).

Yugoslav Enterprise Wants To Lease Heavy U.S. Equipment

A trading enterprise in Yugoslavia is interested in expanding agreements whereby heavy equipment is leased to Yugoslav firms. Firm is especially interested in equipment for ships, rolling stock, computers, aircraft, and containers. U.S. leasing corporations that might be interested in agreements of this kind should contact Mrs. Sarah Brau, Room 1104, U.S. Department of Commerce, Washington, D.C. 20230, (202-967-3793).

Future Construction Abroad

CANADA — Robert Boyd, a Commissioner of Hydro-Quebec and the President of the James Bay Energy Corp., has confirmed that Hydro-Quebec plans to cooperate with Atomic Energy of Canada in the construction of a second **nuclear energy plant** at Gentilly, Quebec. The plant, which will have a capacity of 600,000 kw. will cost some C$300 million. Financial terms and a formal announcement should be made in the near future. Hydro-Quebec's address is 75 Dorchester Blvd. West, Montreal 128.

JAMAICA — Minister of Industry and Tourism P. J. Paterson has announced that a consortium of three Japanese companies and Jamaica's largest conglomerate, the ICD Group of Companies, is to build a **galvanized steel sheet plant** costing some $1.5 million. The Japanese firms are Mitsubishi International (15%), Kawasaki Steel (10%), and Nippon Kokan Kaisha (10%). ICD will have 65 percent. Construction of the plant is to begin soon in Portmore, part of a reclaimed area west of Kingston, and go on-stream next April with an annual output of 18,000 tons. Output is projected to double in three years. G.I. Industries Ltd., a subsidiary of ICD, has been set up to operate the plant. ICD Chairman Mayer Metalon stated that all equipment for the factory will be imported from Japan. Raw materials, including steel sheets and chemical dips would be taken from sources offering the best prices. Interested U.S. suppliers should contact: G.I. Industries Ltd., c/o ICD, 7-9 Harbour St., Kingston.

SWITZERLAND — Montreux, the well-known resort and convention center on Lake Geneva, has announced the **reconstruction of its burned-out casino.** The new casino which will open in 1975, will cost an estimated SF 18 million (SF 1 = 30¢). The three-story structure will comprise: a gambling room, a theater, and convention and other meeting facilities; restaurants for up to 2,000 people; bars, a discotheque, and a night club; elevators; formal gardens and a lakeside swimming pool. Olivier Friedli, the Casino's newly-appointed director, reports sales opportunities for U.S. companies manufacturing hotel and catering equipment and furniture; banquet and restaurant platforms, partitions and furniture; cash registers and check-in systems; public address and audio systems. American suppliers are welcome, even though locally established companies closely follow the new project. Final decisions regarding the purchase of interior equipment have not yet been taken, so U.S. proposals can still be taken into consideration, provided contacts are established as soon as possible. The price factor and after-sales service will be decisive. The construction itself has been awarded to local contractors. Interested parties should write to: Olivier Friedli, Director, Casino Kursaal de Montreux SA, rue du Theatre 9, 1820 Montreux.

MEXICO — Dr. Juan Medrano reports that sixty million pesos will be invested in the proposed new Civil Hospital in Tijuana, of which he is director. Construction was scheduled to begin in May. The Comision Constructora de la Secretaria de Salubridad y Asistencia, Reforma y Leija 7, Mexico City, is in charge of the project.

JAMAICA — Two prominent businessmen in the Cayman Islands, with the financial backing of Caribbean Bank (Cayman) Ltd., plan to set up a modern shopping center estimated to cost $550,000 in George Town, Grand Cayman. The project will include a 7-10,000 sq. ft. supermarket, air conditioned shops, and professional offices. At least two commercial banks are negotiating for space for branch operations. There will be shaded pedestrian malls and parking facilities. Detailed architectural drawings are now being prepared and construction is due to start in July. As the building will be a steel-framed structure, U.S. suppliers have the opportunity to provide rolled hollow steel sections. There is also need for sheet glass, central and wall air conditioning units, and commercial refrigeration equipment. Developers: Dr. Roy McTaggart and Mr. W. B. Webster, P.O. Box 64, George Town, Grand Cayman, B.W.I. Architects: Roy Case, 15½ Old Hope Rd., Kingston 5. Contractors to be assigned.

SOUTH AFRICA — South Africa's Electricity Supply Commission (ESCOM) now produces about 80 percent of the electricity generated in the Republic with its generating capacity of 9,500 mw. Because South Africa's demand for electricity is expected to double every ten years, ESCOM estimates that an installed capacity of 68,000 mw. will be required by the year 2000. For its planned projects, ESCOM might be interested in turbo-generators, transformers, boilers, switch gear, reactors, and pump-storage and hydro-electric equipment manufactured either in the U.S. or by U.S. companies overseas. Equipment orders will be made in nine months to a year, and ESCOM's buying policy calls for "the most acceptable technical article at the lowest price." Representatives of selected U.S. electronic firms manufacturing ancillary equipment for utilities would be welcome to call on Mr. Weyers, Chief Engineer of Bracket Design Services, ESCOM, Johannesburg.

SWEDEN — A list of seven firms interested in proposals from U.S. firms in connection with **construction projects for the City of Stockholm** (published in *Commerce Business Daily* March 28 and *Commerce Today* April 16) is available from the U.S. Department of Commerce, Trade Opportunities Section, BIC-267, Rm 1322, Washington, D.C. 20230. There are also available, for review only, in the U.S. Department of Commerce's Foreign Project Reference Room 3411, in Washington, seven documents on Stockholm construction projects: A two-page summary of the "City Tidplan 73"; a 17-page paper on the long-term city-center renewal plan; a 10-page 1971 paper on the "Renewal Problems of the City of Stockholm; a brochure dated June 1972 on the City of Stockholm which gives summary planning details; a Stockholm City Data Guide, and a list of seven Swedish organizations concerned with these development projects.

THAILAND — Nitipat Jalichan, Secretary-General of National Energy Authority (NEA), has drawn up plans to construct an **oil jetty at Si Racha**, 60 miles southeast of Bangkok, to handle increased future crude oil imports for local oil refineries. The berthing spot will be about 6 miles offshore, south of Sichang Island, where the water is about 21 meters deep. The pier will be equipped with an underwater 40-inch oil pipeline to storage tanks ashore. The pier will be able to accommodate two 200,000 ton ships. It is estimated that the investment for this project will be around $19.7 million and it will take six years to complete. Interested U.S. firms should write to: Nitipat Jalichan, Secretary-General, National Energy Auth., Kasatsuk Bridge, Bangkok.

BELGIUM — Ford Tractor (Belgium), 200/204 Kanaaldok, Antwerp recently began an **expansion of its present plant** facilities by 5,000 sq. m. at an expense of 200 million francs. Work is expected to be completed by the end of this year. Ford Tractor (Belgium) produces tractor rear axles and transmission cases for Ford Tractor's three plants, two being in the United Kingdom and the U.S.

ALGERIA — A local representative of the U.S. firm Chemico (320 Park Ave., N.Y., N.Y.), has announced that it will build the **LNG plant** for the El Paso—SONATRACH project. The plant's capacity of 10 million cubic meters a year will make it the biggest in the world. Known as "Arzew West," the unit's water intake will be constructed to supply a second plant of the same capacity envisioned on an adjoining site, "Arzew East." Ground was broken on May 1, with construction to be completed in 1976 and full production by June 1977. The plant will cost $350 million: $150 million in equipment and the remainder in salaries for expatriates and subcontractors. An additional 43 percent in different Algerian taxes will bring the total cost to an estimated $500 million.

CANADA—The International Civil Aviation Organization (ICAO), a specialized agency of the United Nations, will move to new premises in Montreal. Construction of the **new headquarters building** has been delayed and the occupancy date is late 1974. ICAO budget estimates for 1972-74, which list the items recommended for direct ICAO purchase in connection with the move, are available from the U.S. Department of Commerce, Trade Opportunities Section, BIC-267, Rm 1322, Washington, D.C. 20230. Three of the items to be purchased by ICAO—interpretation equipment, carpeting, and furniture—should be of special interest to U.S. suppliers. The furniture will be a combination of built-in and movable units. Specifications for all purchases are now being prepared but no date has been set for tender calls. U.S. firms wishing to participate in these contracts are urged to register their interest by writing to: Secretary-General, International Civil Aviation Organization, 1080 University St., Montreal 101.

NIGERIA — **A second petroleum refinery** will be located at Warri, in the Midwestern State. Construction should commence immediately and be completed by 1976. The Federal Military Government also has decided to build a **third petroleum refinery** in Kaduna, to be commissioned in 1980-81.

New Publications

OFFICE OF THE SECRETARY

NATIONAL BUSINESS COUNCIL FOR CONSUMER AFFAIRS

Sub-Council Reports

Product warranties—business guidelines to meet consumer needs. 32pp. Over-the-counter at GPO Bookstores, 60¢; by domestic mail, 75¢. Examines warranty practices from the consumer's viewpoint, and identifies policies and practices which could encourage responsiveness to his expectations and promote fair and effective implementation of warranty promises.

Responsive approaches to consumer complaints and remedies. 20pp. 70¢. Designed to stimulate individual action by business firms in handling consumer complaints—and for providing fair and effective remedies for expressions of genuine consumer dissatisfaction.

NATIONAL INDUSTRIAL POLLUTION CONTROL COUNCIL

Exhaust emissions from diesel locomotives. 28pp. Available at GPO Bookstores, 25¢; by domestic mail, 35¢. This report discusses pollution related to rail freight operations, and what the industry is doing about them.

DOMESTIC AND INTERNATIONAL BUSINESS

BUREAU OF COMPETITIVE ASSESSMENT AND BUSINESS POLICY

Monthly Industry Report

Construction review. Vol. 19, No. 2. Feb. 1973. Annual subscription $11.50 ($3 more for foreign mailing). Single copy $1.

BUREAU OF INTERNATIONAL COMMERCE

Export Market Digest

Biomedical Equipment

Brazil (EMO 73-114). 8pp 25¢.

Foreign Economic Trends

Kuwait (ET 73-020). 20pp. Annual.

Dominican Republic (ET 73-023). 12pp. Semiannual.

Uruguay (ET 73-024). 12pp. Semiannual.

Germany (ET 73-025). 8pp. Semiannual.

Australia (ET 73-026). 12pp. Semiannual.

Israel (ET 73-027). 8pp. Annual

SOCIAL AND ECONOMIC STATISTICS ADMINISTRATION

BUREAU OF ECONOMIC ANALYSIS

Business Conditions Digest. Series ES1, No. 73-4. April. Annual subscription, including supplements, $33 ($8.25 more for foreign mailing). Single copy $3.25. This monthly report brings together many of the economic time series found most useful by business analysts and forecasters.

Defense Indicators. Series ES4, No. 73-4. April. Annual subscription $7.50 ($2 more for foreign mailing). Single copy 75¢. This monthly report brings together the principal time series on defense activity which influence short-term economic changes.

CENSUS BUREAU

Agriculture

1969 Census of Agriculture

General information: procedures for collection, processing, classification. Vol. II—general reports, chapter 1. 52pp. Available over-the-counter at GPO Bookstores, 55¢; by domestic mail, 80¢.

Construction and Housing

Housing starts: March 1973 (C20-73-3). 18pp. Annual subscription $4.50 ($1.25 more for foreign mailing). Single copy 45¢.

Housing completions: February 1973 (C22-73-2). 10pp. Annual subscription $1. Single copy 10¢.

New one-family homes sold and for sale: February 1973 (C25-73-2). 20pp. Annual subscription $3. Single copy (monthly) 10¢. Single copy (annual) $2.

Housing authorized by building permits and public contracts: February 1973 (C40-73-2). 98pp. Annual subscription $17.50 ($4.50 more for foreign mailing). Single copy (monthly) $1.25. Single copy (annual) $4.50.

Authorized construction — Washington, D.C. area: March 1973 (C41-73-3). 4pp. Annual subscription $1. Single copy 10¢.

1970 Census of Housing

Housing Characteristics for States, Cities, and Counties

Puerto Rico. Vol. I, part 53. 314pp $4.50 (hard cover).

Year household moved into unit for the United States: 1970 (HC(S1)-11). 10pp. Available at GPO Bookstores, 20¢; by domestic mail, 30¢.

Distribution and Services

Weekly retail sales for weeks ending April 28 and May 5 (CB-73-112 and CB-73-118). 2pp. 15¢ each.

Industry

Annual survey of manufactures: 1971—part 2: Middle Atlantic Division (M71-(AS)-6.2) 68pp. 25¢.

Annual survey of manufactures: 1971—part 3: East North Central Division (M71(AS)-6.3). 76pp. 50¢.

Population

Birth expectations and fertility: June 1972 (Series P-20, No. 248). 54pp. $1.25.

Characteristics of the population by ethnic origin: March 1972 and 1971 (Series P-20, No. 249). 36pp. $1.25.

Persons of Spanish origin in the United States: March 1972 and 1971 (Series P-20, No. 250). 38pp. $1.25.

Estimates of the population of Hawaii counties: July 1, 1971 and July 1, 1972 (Series P-26, No. 23). 3pp. 25¢.

Estimates of the population of Oklahoma counties: July 1, 1971 and July 1, 1972 (Series P-26. No. 24). 4pp. 25¢.

Estimates of the population of Nebraska counties: July 1, 1971 and July 1, 1972 (Series P-26, No. 25). 4pp. 25¢.

Estimates of the population of Wisconsin counties: July 1, 1971 and July 1, 1972 (Series P-26, No. 26). 4pp. 25¢.

1970 Census of Population

Characteristics of the Population

Colorado. Vol I, part 7. 874pp. $8.25.

Delaware. Vol. I, part 9. 640pp. $7.

Nebraska. Vol. I, part 29. 858pp. $8.

Wyoming. Vol. I, part 52. 524pp. $6.

State of birth (PC(2)-2A). 300pp. Available at GPO Bookstores, $2.75; by domestic mail, $3.20.

Lifetime and recent migration (PC(2)-2D). 552pp. At GPO Bookstores, $4.50; by domestic mail, $5.05.

Educational attainment (PC(2)-5B). 284pp. $3.75.

Age at first marriage and children ever born, for the United States: 1970 (PC-(S1)-34). 10pp. At GPO Bookstores, 15¢; by domestic mail, 25¢.

ECONOMIC DEVELOPMENT

Economic development. Vol. 10, No. 5. May 1973. Annual subscription $2 (50¢ additional for foreign mailing). Single copy 35¢.

SCIENCE AND TECHNOLOGY

NATIONAL BUREAU OF STANDARDS

Project SOAP: a systems approach to biomedical research program management—a case study (Tech. Note 761). 76pp. At GPO Bookstores, 70¢; by direct mail, 95¢. This report documents a case study. It describes a method for allocating funds to basic/applied research activities, particularly the planning and evaluation of publicly-funded project grant programs.

An investigation of the stability of and insulation leakage in some high temperature resistance thermometers: an interim report (Tech. Note 764). 32pp. Available at GPO Bookstores, 35¢; by domestic mail, 50¢. Two types of platinum and one type of tungsten thermometer were tested.

Low temperature thermometry: interim report (Tech. Note 765). 24pp. Available at GPO Bookstores, 30¢; by domestic mail, 40¢. Earlier acoustical thermometer "speed of sound" isotherms are compared with recent measurements.

NATIONAL OCEANIC AND ATMOSPHERIC ADMINISTRATION

Ionospheric disturbances produced by severe thunderstorms (Professional Paper 6). 54pp. At GPO Bookstores, 55¢; by direct mail, 80¢. This paper discusses certain types of wavelike disturbances

observed on ionospheric radio echoes. Also presented are evidence in the literature for ionospheric effects thought to be associated with tropospheric weather, some basic radio propagation theory required for understanding the probing technique with spaced transmitters, and the description of the method of data analysis.

Environmental Data Service

User's guide to NODC's data services (Key to Oceanographic records documentation No. 1). 76pp. Available over-the-counter at GPO Bookstores, 75¢; by domestic mail, $1. This guide is prepared to help the user of NODC's services formulate requests for date and related information.

Environmental Research Laboratories

Earthquake information bulletin. Vol. 5, No. 1. January-February 1973. Annual subscription $2.50 (75¢ more for foreign mailing). Single copy 55¢.

NATIONAL TECHNICAL INFORMATION SERVICE

Holodontography: an introduction to dental laser holography (AD-758 191). USAF School of Aerospace Medicine, Brooks AFB, Tex. 35pp. Paper, $3.75. Discusses basic concepts and forms of laser holography, holographic interferometry, contour holographic thermography, and stress holography, as well as their possible dental applications. Techniques for holographing such objects as mandibles, skulls, arches, dental casts, prosthetic appliances, and individual teeth are presented

Computers in information sciences: digital computer systems (AD-758 400). Defense Documentation Center, Alexandria, Va. 141pp. Paper, $5.45. Bibliography (with abstracts) containing entries processed into the Defense Documentation Center's data bank between January 1968 and January 1973. All reports listed are available from NTIS.

Environmental guide for the U.S. Gulf Coast (AD-758 455). NOAA, Environmental Data Service, Asheville, N.C. 180pp. Paper, $6. Presents detailed environmental profiles for seven potential Gulf Coast deep water port sites: Corpus Christi, Galveston-Freeport, Sabine Pass, Bayou Lafourche, Southwest Pass, Mobile-Pascagoula, and Panama City.

Ecologic simulation for aquatic environments (PB-218 828). Water Resources Engineers, Walnut Creek, Calif. 168pp. Paper, $6. Develops a mathematical model capable of simulating the annual cycle of ecologic successions involving algae, bacteria, zooplankton, fish, and benthic animals, and the interdependent relationships between biota and abiotic substances carried in the natural aquatic system.

A survey of mathematical techniques for solid waste management (AD-758 214). Air Force Weapons Lab., Kirtland AFB, N. Mex. 30pp.

Icebergs as a Fresh Water Source—An Appraisal (AD-755 815). Cold Regions Research and Engineering Lab., Hanover, N.H. 32pp. $3.75. An overview of the history and problems of transporting large icebergs to arid areas for fresh water. Considers primarily (1) locating icebergs in the Antarctic; (2) towing with tugs; (3) melting in transit; and (4) economic feasibility.

A guide to computer assisted instruction in the health sciences (PB-214 351). Rutgers Medical School, Piscataway, N.J. Paper, $9. 339pp.

Projecting labor requirements for transportation-related construction (PB-214 389). Washington Technical Institute, Washington, D.C. Paper, $5.45. 114pp. Discusses procedures which planners can use to identify employment opportunities for minority-group members in transportation-related fields.

Heat-Engine Mechanical-Energy-Storage Hybrid Propulsion Systems for Vehicles (PB-213 035). Johns Hopkins U. 313pp. $9. Analyzes the effectiveness of composite material flywheels as energy storage devices for low exhaust emission of hybrid-propelled passenger vehicles.

Special packages

NTIS Information Package Catalog (NTIS-PR-73-02). National Technical Information Service, Springfield, Va. A free catalog of information packages available from NTIS on hundreds of specific topics. Each package is a bibliography containing single-page abstracts of selected research reports. Recent titles, priced at $20 apiece, include:
Computer Aided Instruction (NTIS-PK-140) 97 pp.
Game Theory Applications for Decision-Making (NTIS-PK-141), 120 pp.
Manpower Management Studies (NTIS-PK-146), 59 pp.
Cybernetics as a Control System for Management Diagnostics (NTIS-PK-148), 98 pp.
Allocation Model Applications for Management Planning and Control (NTIS-PK-147), 64 pp.
Applications of Management Planning Models (NTIS-PK-145), 120 pp.
Linear Programming as a Management Technique (NTIS-PK-143), 79 pp.
Replacement Theory (NTIS-PK-149), 108pp.
Queueing Theory for Management Planning and Control (NTIS-PK-144), 48pp.
Solid Waste Management (NTIS-PK-151), 61pp.
Use of Activated Carbon in Pollution Control (NTIS-PK-157), 50pp.
Chemical Wastewater Treatment (NTIS-PK-153), 38pp.
Cost-Benefit Analysis for Water Quality Control (NTIS-PK-159), 26pp.
Ecological Effects of Thermal Pollution (NTIS-PK-155), 99pp.
Anaerobic Treatment of Waste (NTIS-PK-158), 35pp.
Economic Aspects of Noise Pollution Control (NTIS-PK-160), 27pp.
Land Reclamation (NTIS-PK-152), 99pp.
Atmospheric Sampling and Analytic Devices for Monitoring and Detecting Pollutants (NTIS-PK-154), 121pp.
Monitoring of Environmental Hazards to Ocean Resources (NTIS-PK-156), 35pp.

Conductive, Lusterless Coatings for Light Metals (AD-753 360). Battelle Labs. 43pp. $3.75. Examines problems of a suitable plating system for improving durability of magnesium substrates coated with metallic conductive, lusterless electroplates.

Conference Proceedings on LNG Importation and Terminal Safety (XF-754 326). Committee on Hazardous Materials, National Academy of Sciences, Washington, D.C. 299pp. Compiles technical information on properties and hazards of LNG. Papers discuss behavior of LNG in large water spills from the standpoint of flameless explosions, pool size and spreading rate, flammable cloud formation and dispersion, and cloud flammability. Massive vapor releases due to rollover in tanks, venting of flammable gases from LNG tankers, and current concepts of safe ship and terminal design are covered.

Avalanches—A Bibliography (PB-213 828). Office of Water Resources Research, Washington, D.C. 91pp. Bibliography (with abstracts) of Selected Water Resources Abstracts (SWRA) through Oct. 1, 1972 (Vol. 5, No. 19).

Mercury and Air Pollution: A Bibliography With Abstracts (PB-214 011). Environmental Protection Agency, Office of Air Programs, Research Triangle Park, N.C. $3 25, 65pp. Annotated bibliography covering: emission sources; control and measurement methods; air quality measurements; atmospheric interaction; basic science and technology; effects on human health, plants, and livestock; standards and criteria; and legal, administrative, and social aspects.

Transnational Differences in the Accelerated Manager's Willingness to Budget for Ecology (AD-754 817). Management Research Center, Rochester Univ. 39pp. $3.75. Reports on an exercise in which younger high-level managers were more likely to budget for pollution control in the Scandinavian countries, Switzerland, Italy and Japan and were less likely to in the U.S., U.K., Germany, Netherlands, Belgium and France.

Support of Environmental Program Planning, Stanford Research Inst., Menlo Park. Calif., Oct. 1972, 391 p., $9.00 . . . Identifies environmental problem areas important to the Department of Defense and possible approaches for research on these problems.***AD-754 784.

Evaluation of Noise Level of Refrigeration Equipment (AD-755 183). Army Natick Labs., 33pp. $3.75. Describes results of tests on military refrigeration units to assess acoustic effects on operators.

Environmental Survey of Transportation of Radioactive Materials to and From Nuclear Power Plants (EIS-AA-73-0283-D). AEC, Wash., D.C., 129pp. $5.45. A general analysis of the impact on the environment from transportation of nuclear fuel and solid radioactive wastes to and from a light-water-cooled nuclear power reactor in accordance with regulatory standards.

Physical-Chemical Treatment Technology: Training Manual (PB-214 517). Environmental Protection Agency, Washington, D.C. 159pp. $6. A guide to the selection, design, operation and evaluation of various physical-chemical treatment techniques. Covers thermal pollution control, solids removal, and sludge dewatering.

☆ U.S. Government Printing Office: 1973—511-350/23

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Commerce Building, 14th Street and Constitution Avenue, Washington, D.C., 20230

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DENVER, 80202, Room 161, New Custom House, 19th and Stout Sts. (303) 837-3246.

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DETROIT, 48226, 445 Federal Bldg. (313) 226-6088.

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HARTFORD, CONN., 06103, Room 610-B, Federal Office Bldg., 450 Main St. (203) 244-3530.

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MILWAUKEE, 53203, Straus Bldg., 238 W. Wisconsin Ave. (414) 224-3473.

MINNEAPOLIS, 55401, 306 Federal Bldg., 110 S. Fourth St. (612) 725-2133.

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NEWARK, N.J., 07102, 24 Commerce St. (201) 645-6214.

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PITTSBURGH, 15222, 431 Federal Bldg., 1000 Liberty Ave. (412) 644-2850.

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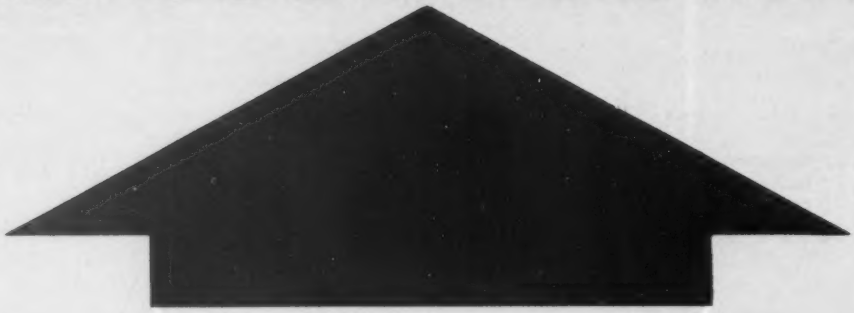

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